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VOL. CVIII.

NEW YORK, AUGUST 15, 1925

No. 7

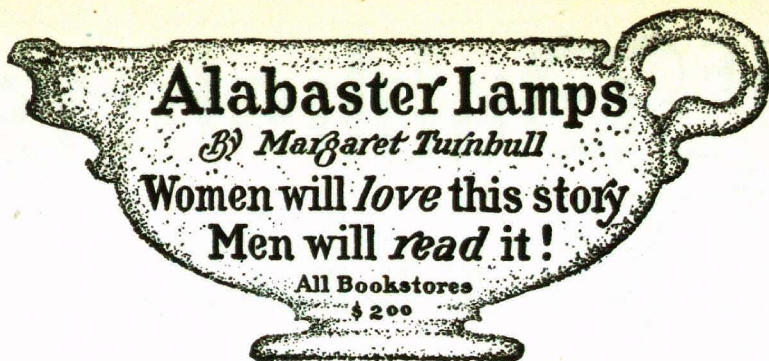
To be published August 28 at \$2.00

JOHN MACNAB

By John Buchan

- ❑ "If it's a new novel by John Buchan, I want it."
 - ❑ People say that because they know that when Buchan writes a novel, it's *always* good.
 - ❑ His latest, John Macnab, is a superb story, filled with the spirit of true sportsmanship and delightfully blending love, comedy and thrilling adventure into a novel that *every* reader will enjoy.
 - ❑ You don't need to *urge* Buchan fans to buy it, just tell them it is ready and happy memories of his past novels will make the sale for you.
-
- ❑ Although "The Strolling Saint" was only published on August 7, we are glad to announce that it is already in its third large printing, and now promises to be one of the most successful of all the Sabatini novels.

HOUGHTON MIFFLIN COMPANY



We take great pleasure in announcing the publication on September 15th of a novel by Margaret Turnbull—title, **Alabaster Lamps**. It is a story that women will love and men will read. It is a story “as old as the stars and as young as the dawn.”

In truth—here is real romance. As old fashioned in flavor as home-grown strawberries on biscuit dough shortcake—

As modern as a long, sleek speedster—balloon tires and a bob-haired driver—

A story with humor and suspense—of whimsical, lovable folks—of old love and new love—

Of a little town in Pennsylvania—Peace Valley—where the inhabitants are—unknowingly—governed by—

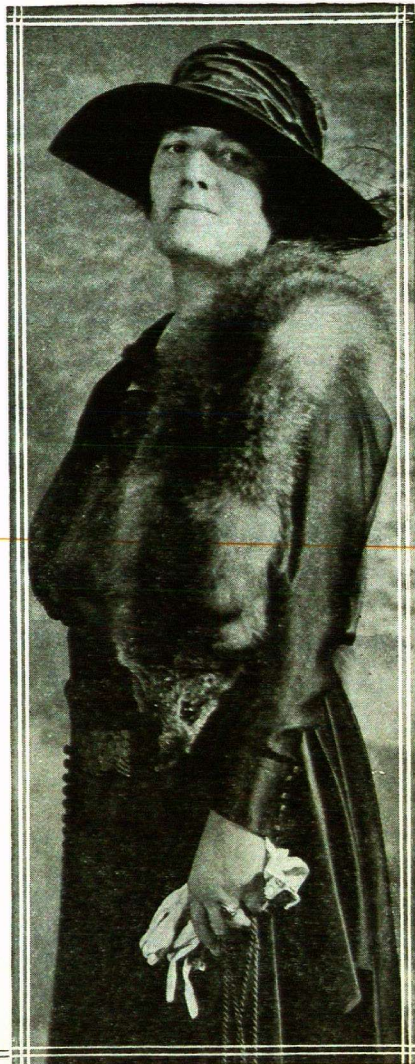
Claude N. Dabbs, grocer—

Of a pursuit across the Atlantic by two men for “the only two women in the world.”

Of Venice—her drowsy, sunny lagoons and the magic of her blue-black nights—

More! That’s what your novel-buying patrons will want when the story is done and “the perfumed lights steal through the mists of alabaster lamps.”

*An intelligent and persistent advertising campaign will help you to sell **Alabaster Lamps**.*



Margaret Turnbull



☞ The war book is returning! *The Saturday Evening Post* and other magazines are featuring war articles to catch the reviving interest. When parts of General Bullard's story recently appeared in the newspapers they created sensational interest. The time has come when the public wants the *true facts*. They are going to get them without reservations in

Personalities and Reminiscences of the War

by Maj.-Gen. ROBERT LEE BULLARD

☞ This book is going to start the whole show. As commander of the First Division, then of the 3rd Corps, and finally of the 2nd Army of the United States, General Bullard saw war as no soldier or war correspondent saw it. He is the first American general commanding an army to lift the cloak of censorship. Without stinting praise or sparing personalities he tells of Pershing, Wood, Haig, Foch, Joffre, Petain, and the men of their commands. He tells how the Yanks came and what they did. His is the biggest inside story of our time, sure to create a sensation.

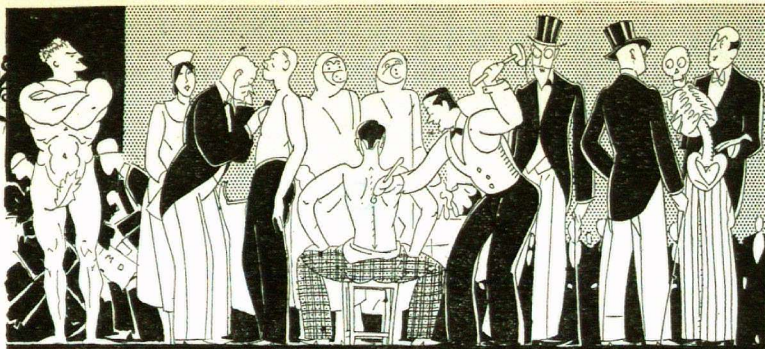
COMING OCTOBER 23rd

NET, \$5.00

Send for advance poster and take orders now!

DOUBLEDAY, PAGE & CO.

Two sure non fiction best sellers!



The Medical Follies

by Morris Fishbein, M.D.

The day of reckoning for bone crushers and faith healers has come. Dr. Fishbein has used a scholar's armory of history and scientific information for his weapons, and has sharpened them with exquisite irony and humor. One by one the healing cults of Osteopathy, Homeopathy, Chiropractic and Mental Healing, and the fads of Physical Culture and health legislation and related matters are treated. It is a timely and one of the most important books in years. *Ready September fifteenth, \$2.00.*

Gentlemen Prefer Blondes

Written by
ANITA LOOS

The Intimate 'Diary of
A Professional Lady

Intimately Illustrated by
RALPH BARTON

What a beautiful, clever dumbell she is! What an intriguing gold digger! What a smooth worker! Here we have her in all her glory, in a side-splitting, astonishingly frank diary that takes her from New York to London, Paris, Vienna and Munich in quest of an education in the foreign colleges known as the Ritz Hotels.

Diplomats, princes, society, big



business and men—she plays them all, especially men, men, men. Tiaras, state secrets, titles and Poiret models all fall into her pretty little net.

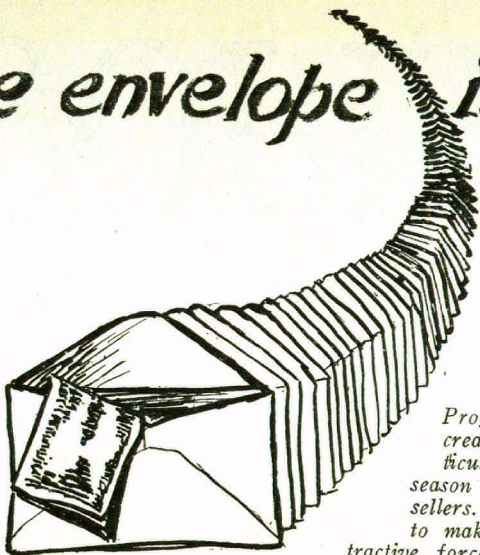
And Funny! With the intimate drawings by Ralph Barton this book and its characters and its really sardonic insight will become part of our tradition of humor besides the Benchleys, Stewarts and Lardners of our period. *Ready late September, \$2.*

BONI & LIVERIGHT

GOOD BOOKS

61 WEST 48TH STREET
NEW YORK, N.Y.

The envelope is the modern horn of plenty.



Progressive book dealers are doing an increasing volume of business by mail, particularly on books of special appeal. Last season we prepared circular material for booksellers. The most careful attention was paid to making these circulars and brochures attractive, forceful and convenient for mailing. Booksellers responded so splendidly, and we all did so well with them that we have decided to organize a similar booksellers' circular campaign for many of our fall books, including:

A twelve page brochure on laid paper describing our publication of THE UNABRIDGED WORKS OF STENDHAL, with important critical summaries.

A folder on the two volume set of BEATRICE CENCI by Corrado Ricci.

A folder on MADAME RECAMIER by Edouard Herriot.

A ten page brochure on our limited edition of DROLL STORIES including three samples of the Ralph Barton illustrations.

A striking novelty folder on Van Loon's TOLERANCE.

An eight page brochure on LUDWIG LEWISOHN, THE MAN AND HIS WORK with special reference to his new book ISRAEL.

A folder of exquisite typography and paper, on our editions of Three Immortal Books: TRISTAM SHANDY, THE TRAVELS OF MARCO POLO and ALICE IN WONDERLAND.

An eight page pamphlet on Dr. Wilhelm Steckel's FRIGIDITY IN WOMAN, IN RELATION TO HER LOVE LIFE with complete chapter contents.

An amusing and striking folder for Morris Fishbein's THE MEDICAL FOLLIES.

A folder on A. E. Hamilton's THE REAL BOY AND THE NEW SCHOOL.

A most unusual booklet, giving a complete synopsis and critical comments on all EUGENE O'NEILL'S PLAYS as published in our new edition of four separate books.

A charming booklet giving an outline of the meaning and purpose of the art of Robinson Jeffers as expressed in his collected poems ROAN STALLION, AND OTHER POEMS and a critical estimate of his work.

Folding post cards in three sections on Gertrude Atherton's THE CRYSTAL CUP.

Post card on Sherwood Anderson's DARK LAUGHTER.

The same on THEODORE DREISER'S AN AMERICAN TRAGEDY.

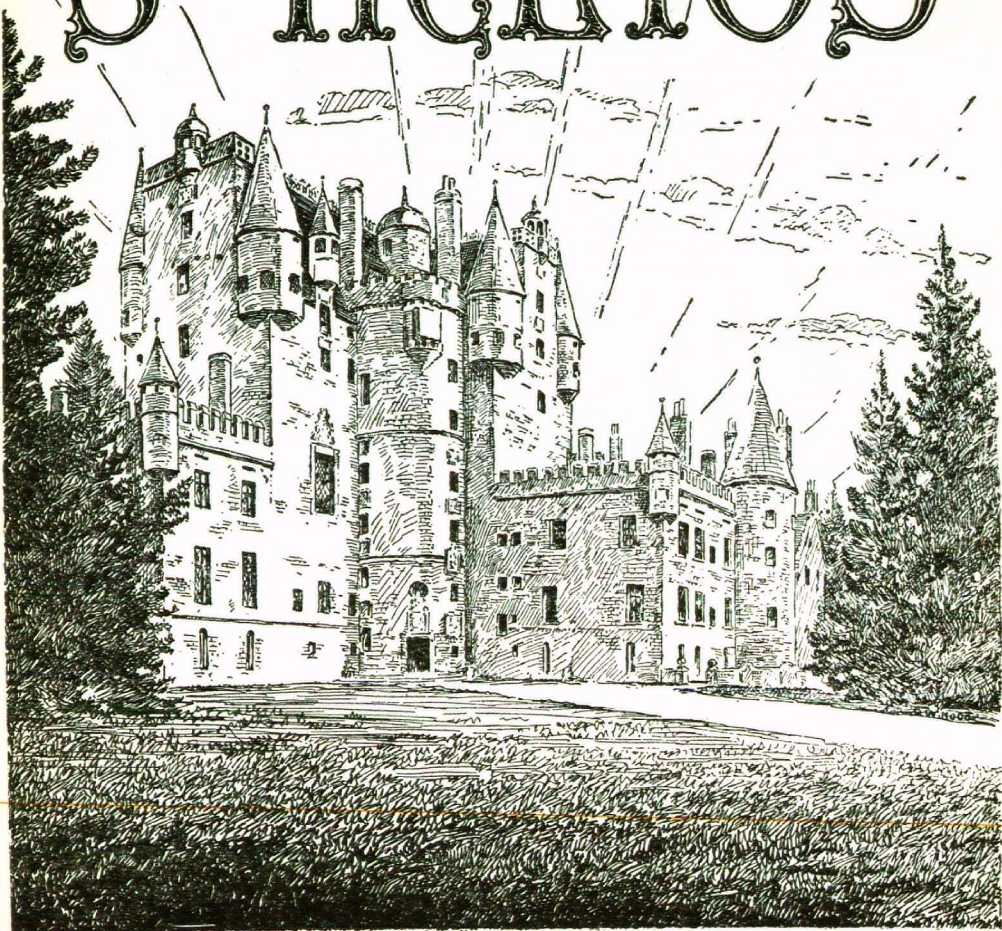
A novelty insert on Anita Loos' GENTLEMEN PREFER BLONDES.

SAMPLES OF TEN OF THE CIRCULARS WILL REACH YOU SHORTLY. THE OTHERS WILL FOLLOW WITHIN A SHORT INTERVAL. YOU MIGHT SEND IN YOUR ORDER FOR IMPRINTS NOW, HOWEVER.

BONI & LIVERIGHT
publishers **NEW YORK**



ST. HELIOS



READY AUGUST 28th

IS YOUR ORDER IN?

BY ANNA ROBESON BURR

Author of

"THE GREAT HOUSE IN THE PARK"

Published in 1924—3rd Large Printing

"THE HOUSE ON SMITH SQUARE"

Published in 1923—4th Large Printing

"THE HOUSE ON CHARLES STREET"

Published in 1922—5th Large Printing

Year by year the sale of these popular books increases

\$2.00

Have you checked your stock?

DUFFIELD AND COMPANY
211 E. 19th St. NEW YORK

**To be published Sept. 11th****Fiction****THE VENETIAN GLASS NEPHEW****By Elinor Wylie**

The distinguished author of JENNIFER LORN here tells an enchanting tale of love and witchcraft in the tapestried, green-lagooned Venice of 1782.

Net, \$2.00

Limited edition of 250 copies

Net, \$5.00

PORGY**By Dubose Heyward**

The old South is mirrored in the pages of this powerful and beautiful novel,—the colours and whimsicalities of quaint Charleston streets, the soft notes of Gullah dialect, the picturesque mystery of the sea islands,—all blended to make a fascinating whole.

Net \$2.00

CORAL: A Sequel to "Carnival"**By Compton Mackenzie**

When the children of the two lovers of CARNIVAL strangely meet and as strangely marry, an old love is fired again.

Net, \$2.00

THE SECRET OF THE BARBICAN**By J. S. Fletcher**

A fascinating collection of the author's best stories—detective, mystery, and otherwise—each full of vital human interest.

Net, \$2.00

General**ALONG THE ROAD****By Aldous Huxley**

Delightfully informal essays on a rich variety of subjects, each one reflecting deep culture as well as brilliant wit.

Net, \$2.00

Autographed, limited edition of 250 copies

Net, \$7.50

LITERARY LANES AND OTHER BYWAYS**By Robert Cortes Holliday**

R. C. H. invites the reader to ramble with him, as he plays around with the vamps throughout literature, acquires erudition on the subject of night-gowns, reminisces with ancient waiters, and so on—along his casual way.

Net, \$2.00

FAMOUS FILM FOLK**By Charles Donald Fox**

The noted authority on motion picture subjects here answers many questions about the famous screen stars, such as "How old is Gloria Swanson?" "What colour hair has Corinne Griffith?", etc.

With a gallery of portraits

Net, \$2.00



A
Romance
of the
Great La Salle

This Is La Salle Year!

THE
POWER
AND

THE GLORY

By Sir Gilbert Parker

If ever the bringing out of a book was attended by good omens, surely this is the occasion. Here is

- (1) a great and gallant figure as the hero of
(2) a brilliant historical romance
(3) by a world-famous author

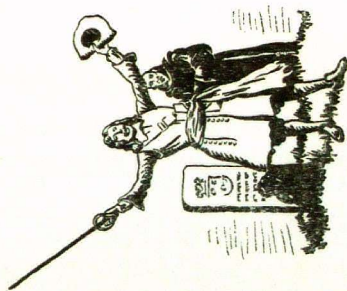
at a time when

- (1) the interest in historical romance is great.
(2) the interest in biography is greater than it has ever been.
(3) incidents of early American history are being commemorated.

And—"The Power and the Glory" would make good in any year! Here is a thrilling, distinguished book behind which we are putting a huge advertising and publicity campaign, and every bit of ingenuity and experience we have.

Regular Edition. Four color wrapper and frontispiece by Howard Pyle and eight halftone illustrations. \$2.00

Holiday Edition. Printed on India tinted stock, rough edges, cloth back and paper sides, two-color labels and title page, frontispiece in full color and eight illustrations in tint. Boxed. (To be published in November.) \$2.50

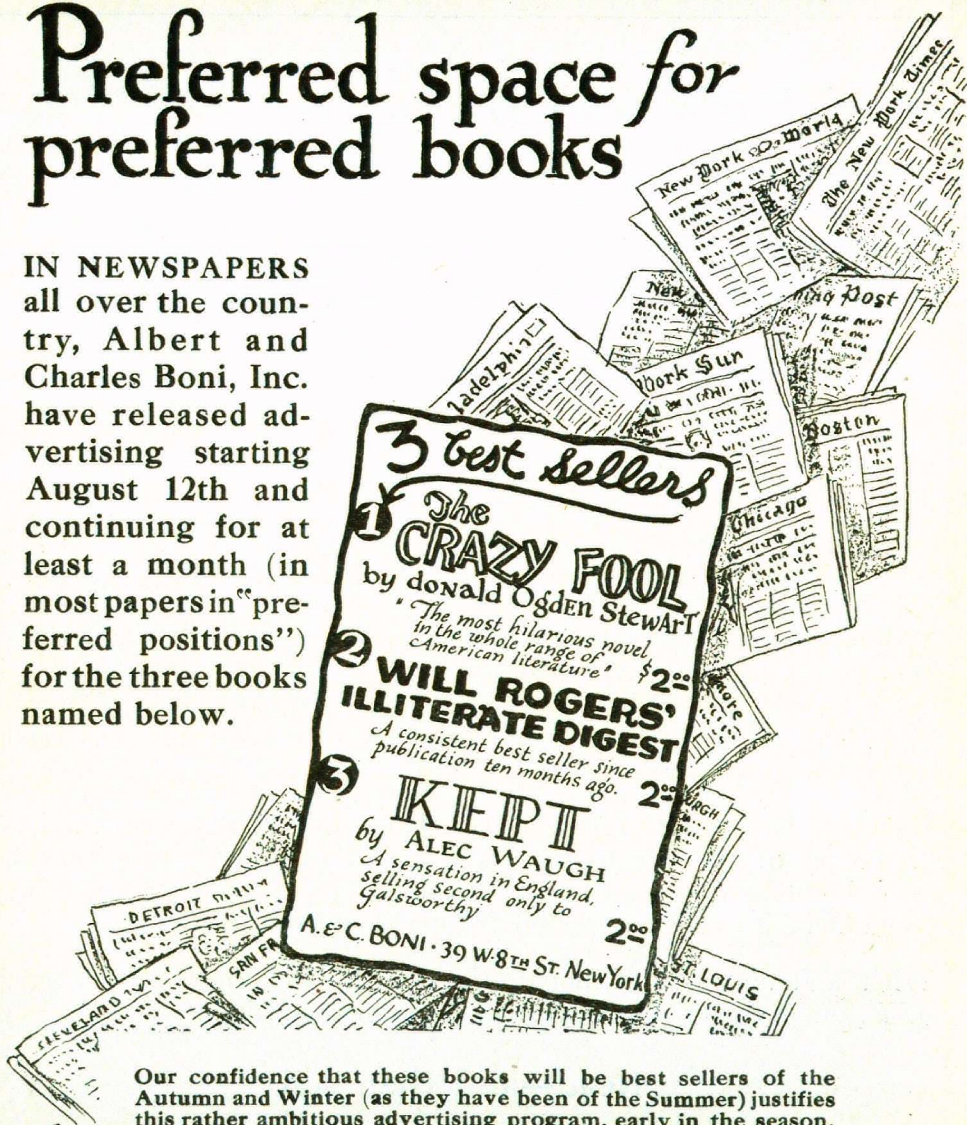


To be published
in
September

Harper & Brothers, Publishers 49 E. 33rd St., N.Y.C.

Preferred space for preferred books

IN NEWSPAPERS all over the country, Albert and Charles Boni, Inc. have released advertising starting August 12th and continuing for at least a month (in most papers in "preferred positions") for the three books named below.



Our confidence that these books will be best sellers of the Autumn and Winter (as they have been of the Summer) justifies this rather ambitious advertising program, early in the season. We want you to cash in on this opportunity with us. **THE CRAZY FOOL** and **WILL ROGERS' ILLITERATE DIGEST** are appearing regularly on all best-seller lists; **KEPT**, an arresting novel of smart London society in the Arlen vein, a best-seller in England, will be a best-seller here also shortly.

How is your stock? Wire your orders!

ALBERT & CHARLES BONI Publishers 39 West 8th St
NEW YORK

Buyer - Critics - and Author, all agree on this

*If Charles G. Norris says
it's good, it must be—*

ETHAN QUEST

By HARRY HERVEY

"I have just finished ETHAN QUEST," Mr. Norris writes, "and I found it an unusual book—an extraordinary piece of work. It is a poem, and I cannot recall ever having read more beautiful word-painting."



CHARLES G. NORRIS
author of "Salt," "Brass,"
"Bread," etc.

ETHAN QUEST is for discriminating readers. Those who read Conrad, Galsworthy and other writers of literary excellence will like it. Henry Mencken, Sidney Williams and other noted critics have said Harry Hervey is one of the most promising young men writing today.

Joseph J. Estabrook of Hochschild, Kohn & Co., Baltimore, writes: "A couple of our saleswomen have read ETHAN QUEST and tell me it is the best book of fiction they have read for some time. They recommend it to customers and are successfully selling it."

When a famous author, noted critics, and a well-known buyer agree on a young writer, there must be something to him.

Read—and then sell

ETHAN QUEST

A Story of Youth Reaching for the Stars

Price \$2.00

Publishers **Cosmopolitan Book Corporation** New York



All right you window-dressers!

Four alert booksellers are going to take prizes, totalling \$150.00, as a result of arranging windows on Gene Stratton-Porter's *THE KEEPER OF THE BEES*, taking a photograph (even a snapshot will do) of that window and sending it to Doubleday, Page & Co., Garden City, New York on or before Sept. 15th. Everyone has a chance. We furnish a highly coloured lithographed ten piece window display free and you can put as many or as few books as you want in your window. It's the *idea* and arrangement that wins. Four prizes will be given by Doubleday, Page & Co.:

1st . .	\$50.00	3rd . .	\$15.00
2nd . .	\$25.00	4th . .	\$10.00

To the first prize the Michael Gross Co., makers and designers of the ten-piece display on *THE KEEPER OF THE BEES*, are adding \$50.00—making the winner's purse \$100.00.

THE KEEPER OF THE BEES is published August 17th, but you've still time to get in on this contest. If you haven't a display set, send to us immediately, and we'll get one off to you, *free*. The judges are Mr. Henry H. Saylor of the advertising firm of Williams & Saylor, New York City; Mr. George F. Rittenhouse, editor of *The Retail Bookseller*, of the Baker & Taylor Company; and Mr. Michael Gross, of the Michael Gross Company. The winners' names will be announced in *The Publishers' Weekly*, early in October.

Doubleday, Page & Co.

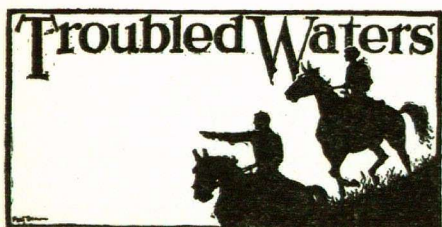
GARDEN CITY, NEW YORK

When Bill Raine *spins a yarn!*



.... about a feud in the ranch country, with Judge Lynch night-riding the ranges for six different men, you can bet that book is going to stampede into the "best-seller" lists.

Remember William MacLeod Raine's loyal following, how they accept no substitutes for his stories of the West, and when TROUBLED WATERS is published, August 21st, display this handy sign and watch it round up the readers.



net, \$2.

Doubleday, Page & Co.



© Underwood
& Underwood

William McFee *finds a funny one!*

Last Fall William McFee came out to our office laughing heartily, gave us three novels by a young Englishman BEN TRAVERS and said they were the most amusing books he'd read in an age. We read them, with much laughter, and published a small edition that we had to reprint right away because of the ghusto with which reviewers praised ROOKERY NOOK, THE DIPPERS, and A CUCKOO IN THE NEST. (They are classics already in England.)

Now Ben Travers has written a new one, MISCHIEF. We had the pleasure of publishing "Merton of the Movies," "Penrod," "Potash and Perlmutter," "The Old Soak," and several other books rather well known for their fun, but MISCHIEF is as gorgeously funny as any book that ever bore our imprint. Sure to get big reviews; your customers will be looking for MISCHIEF. Read it yourself, it's priceless!

MISCHIEF By BEN TRAVERS

Published August 21st

net, \$2.

Doubleday, Page & Co.

An Open Letter to Booksellers

The phrase, "This is a Willa Cather year" is coined by Booksellers each year that I publish a new book by Willa Cather.

There has always been an increasing interest on the part of Booksellers and Bookclerks in her latest work. They want to own and to read "the new Cather book" as soon as possible. There exists a sort of kinship between this author and the world of Booksellers who are as anxious to establish her as America's foremost woman author as her publisher and her friends, the critics.

Booksellers and their assistants are happy to introduce to the present generation of readers Miss Cather's books which are "best-sellers" today and will also be the classics of tomorrow. This feeling is undoubtedly more marked in the case of Willa Cather than of any other American author, and I feel that it is to a large extent responsible for the cordial and popular reception that a new Willa Cather book gets when published.

I want to take this occasion to publicly thank all those in the field of Bookselling who have contributed to this happy circumstance -- of making a great author famous in her own generation.

On September 4, I shall publish Miss Cather's new book, "The Professor's House". I take great pleasure in introducing to you a story superbly told.

If you want to know the feel of America -- the richness of its earliest civilization, the struggle of its pioneer life, the ideals of its contemporary youth, -- read "The Professor's House".

If you are interested in the environment which your son and daughter find in college; if you care to see the cross currents of family life; if you appreciate original characters drawn in a striking way, -- read "The Professor's House".

If you wish to know American life -- life in the small railroad town of the South, life on the Western ranch, life among the professional classes, -- read "The Professor's House" which presents in a sympathetic but honest way the portraits of America's many social groups.

Agnes Conway

A publishing achievement!

TOLSTOI'S WAR AND PEACE

Usually in three or four volumes—now issued in single volume form.
Translated by Nathan Haskell Dole. Unabridged. 1550 pages.

12mo, 1¾ inches thick. \$2.50

Another Frank Heller Story

THE THOUSAND AND SECOND NIGHT

Again introducing Philip Collin—"the cleverest rogue in recent fiction." A mélange of humor and adventure.

\$2.00

A time and money saver

PRACTICAL BOOK OF HOME REPAIRS

By CHELSEA FRASER

Tells how to do every kind of home mending—fixing windows and doors, painting, puttying, soldering, upholstering, electrical work, plumbing, woodworking, etc.

200 illustrations. \$2.50

Three books from the September List of

THOMAS Y. CROWELL COMPANY

393 Fourth Avenue: New York

To Be
Published
August
31st !



WILLIAM MITCHELL

Former Assistant Chief of the Air Force, U. S. A.

drops a bombshell into the lap of complacency with this startling account of America's air service, its development, its opportunities and its inadequacies. Interesting as it is informative.

Profusely Illustrated, \$2.50

WINGED DEFENSE

G. P. PUTNAM'S SONS, 2 West 45th Street, New York

LATE AUGUST ADELPHI BOOKS

*An interesting and
unusual biography*

ARNOLD BENNETT by Mrs. Arnold Bennett

A revealing story of the private life of a genius. Incidentally, Mrs. Bennett, a cultured Frenchwoman, reveals her own psychology and her reactions to life, love and the business of being a wife. There are eight illustrations, including two water colors by Mr. Bennett.

To be Published August 31st

\$2.00



*Brilliant translation
by Aldous Huxley of
Remy de Gourmont's
penetrating novel*

A VIRGIN HEART by Remy de Gourmont Translated by Aldous Huxley

Remy de Gourmont's masterpiece; the story of a highly reasoning man's reactions to several unreasoning women.

To be Published August 31st

\$2.50



*Five short stories by
the great Russian
realist*

GAMBRINUS: AND OTHER STORIES by Alexandre Kuprin

Translated by B. G. Guernsey

The author of Sulamith and Yama has written five stories that will live. Wm. Lyon Phelps has called Kuprin one of the four great Russian realists.

To be Published August 31st

\$2.00



*A biographical study
of some great writers
whose life and work
were effected by drugs
or drink*

GENIUS and DISASTER by Jeannette Marks

The author is Professor of English Literature at Mount Holyoke College. In this series of biographies she discusses Poe, De Quincey, Francis Thompson, Coleridge, and others who did their work under the effect of drugs or drink.

To be Published August 31st

\$3.00

Ready for Shipments August 15th

ADELPHI COMPANY
Publishers

10 East 43d St.
New York

Blind Author's Allegory

The Ship Beautiful

—A Two-fold Tale

By C. R. ALLEN

A Blind Ex-Service Man's First Novel revealing a touching human story of authorship as a relief to blindness

The charm of Charles Allen's book lies in the skill, amounting to inspiration, with which an original and singularly attractive scheme is planned and carried out. Described as a two-fold tale because of the double interest of the life of a boy and his mentor.

Some English opinions of:—

THE SHIP BEAUTIFUL

It is a vivid creation, imaginative, fantastic, humorous, delicately rendered in poetic thought. It should delight all who love the chronicles of fairyland and the music of Oberon's Horn.

Justin Huntley McCarthy

Such a book obviously demands quite exceptional literary gifts; the least heaviness in touch, a single false note; and the charm would be lost. But Mr. Allen succeeds to admiration. The humor is never forced or misplaced, the tenderness never lapses into sentimentality, and the whole atmosphere of the book is singularly bright and clear.

The Daily Telegraph

There is poetry in the book, and a very rare sentiment.

The Tatler

It is a breathless adventure story, an analogy of lost illusions.

The book is a medley no less delightful. Satire, fantasy and symbolism are closely interwoven, and poetry is never far off.

Birmingham Gazette



Publication Date—August 25th. Net \$2.50

FREDERICK WARNE & CO., LTD.

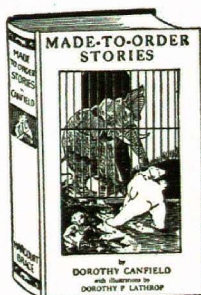
383 MADISON AVENUE, NEW YORK

Harcourt, Brace and Company's *List of Fall Books for Boys and Girls*

MADE-TO-ORDER STORIES

By Dorothy Canfield

Illustrated by
Dorothy P. Lathrop
\$2.50



*A new way of
telling stories
to children*

By the author of *The Home-Maker*, *Understood Betsy*, etc.
Publication date, Sept. 17th.

In the Shadows of the Skyscrapers

By Mabel
Cleland Widdemer

A story about children who
live in a tenement house in
New York.

\$1.75

BOB GRAHAM AT SEA

By

Felix Riesenbergl

Author of "Under Sail"

An exciting sea story for
boys.

Illustrated, \$2.50

Round the World in Folk Tales

By

Rachael Fleming

Sixteen stories from vari-
ous lands written in a
simple, clear style that any
child can understand.

Illustrated, \$1.50

A non-denominational book
which reconstructs the first
thirteen years of the life of
the Boy Jesus.

The Beautiful Childhood

By

E. Frances Boulting

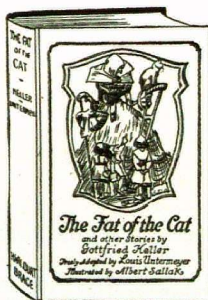
Illustrated with four color
plates and many line draw-
ings. To be published Oct.
15th. Probable price, \$2.50.

THE FAT OF THE CAT and Other Stories

By Louis Untermeyer

Freely adapted from the sto-
ries of Gottfried Keller.

\$3.00



Stories which are classics
abroad and which Louis Unter-
meyer, one of America's wit-
tiest poets, has retold in his
own inimitable manner. With
unusually attractive illus-
trations.

Have you ordered Frazier Hunt's novel SYCAMORE BEND?

The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, AUGUST 15, 1925

Two Recent Views of German Bookselling Conditions

I

Book Dealers' Advertising

Condensed translation of article in the German magazine, "Redaktioneller Teil-Sprechsaal," June 11th, 1925

By Rudolph Rother, Munich

A THOUSAND, perhaps more than a thousand, dealers were in Leipzig attending the fair, but very often the hall was quite empty and they did not show enough interest in the book dealers' exhibit, considering the time and money the exhibit cost.

There are some book dealers that have more to do than others. There may be some comparatively small ones that do a better business than the larger ones, according to peace time. We must see that we get better writers and more advertising, and the proper kind of advertising. Good advertising and publicity will greatly increase the amount of business for each book dealer. The situation at present, is certainly not very good considering the energy and money which has been expended in an attempt to better conditions. Mistakes must have been made and they must be rectified and a new start made. Each book dealer appears to be doing just the same as his competitor.

To the one article or book which was printed in a week a year ago, there are 25

today. There used to be about six traveling salesmen a week coming to the book dealer. Now there are dozens. To the eighth of a page of advertising in former years, there are now three full pages. But

the book advertising is for another public altogether—the public which prefers an inferior type of reading matter. Instead of the high quality books which formerly constituted the greater part of the book business, the market is now flooded with cheap literature. We are

FROM two very different sources, come these two articles on the present state of the German book-trade. They give a discouraging view of things and yet point to better conditions ahead. The German booktrade is intricately organized and has worldwide connections which are the envy of other nations. Its healthy recovery is of international importance.

trying to reach a public which has not as much money to spend on books as it had in former years. It is possible to do a larger business, but it would be at the expense of the smaller houses which cannot afford to do any extensive advertising. During the war the sale of good books was greatly hindered, although there was a demand for them.

The habit of borrowing books from public libraries and club libraries is rapidly increasing, which, of course, is a detriment to the sale of these books. The daily press, also, by publishing fiction in serial form,

takes many customers away. The magazines have a great deal of advertising and fiction and reach a very large circulation, altho they cost three times as much as they did before. The daily papers and periodicals are being sold more than ever before, at the cost of the good books. It is easy to sell magazines today, but difficult to sell good books. The book dealer who formerly sold magazines along with books seldom does this today. Whether the habit of carrying magazines and papers with books tends to increase or decrease the sale of books, I cannot discuss in this article.

I further notice that there is a great deal of bitter rivalry among book dealers in the same locality. They are forever striving to take customers from their competitors. This is a most unfortunate practice and should be stopped.

The book dealers have a big fight to wage. They have the newspapers on one side, the magazines on another, and on all sides the cheap, trashy literature that has swamped the book dealers' business. In the face of such obstacles, it sometimes seems impossible to go on. We have poor material, insufficient presses and lack of other means to make the work successful. When I think of the money and work spent on the fair at Leipzig, I feel that this is a true picture of how things are.

Some of the book dealers are against advertising. They do not seem to understand it. Most of them have their daily troubles, but it is their duty to spend more time and work harder in their business, even if they must work overtime. A book dealer has to think of the money he must make out of his business in order to live, but his thoughts must not always be centered on this idea if he is to really achieve anything. He should love his business and work at it with love. The market for the best books should be extensively developed, not only in our own country but also in foreign countries. We want to do away with carelessness and immoral writing and illustrations. The quality of books cannot be improved, and publicity cannot be obtained for them by men with "rusty souls." (*Eingerosteten seelen.*) High marks can only be reached by human beings with young hearts. Such young hearts I am sure the German book dealers possess, or they are reserving them. There are certainly

many book dealers who are at the best age, and are well equipped to raise the business to a very high standard, but they persist in seeing only the near side of the high road.

Their vision is too narrow. Many of them have never had the time and means to look around them, to know what their next door neighbor is doing, to get a wider perspective of things. They do not seem to realize how much is to be done. There are some, of course, to whom this would not apply. They have set a high mark for themselves and expect to attain it. Others think they can never reach it and believe that the optimistic book dealers are crazy. Some wonder why they cannot do as well as their competitors, but if they would look at their business from every angle, realize the defects and try to overcome them, they could do as well.

Most of the book dealers belong to the *Werberstelle des Borsenvereins* (society which handles advertising, etc.), with a central office. This society should endeavor to get all the book material to come up to a high standard. Some of the smaller dealers cannot understand that this is absolutely necessary. The publisher who has traveled around the world and knows his customers hears and sees a lot more about advertising and publicity than the one who never comes out of his store. Some of us must go to other countries and by hard work and study find out the reasons for our poor book business, and how the market can be improved. Such a trip should be undertaken only by someone who is willing to put his whole heart and soul into the work and study the methods of marketing in foreign countries. We do not want people who are one-sided and who can look at only one or two aspects of the business.

They need to study everything that can pertain to their business. They must understand the economics of a whole country. If we had someone to do such traveling for us, it would give us the information and the means to the better business that we need. If we are still to remain on the same track that we are on now, we will only find out that all our advertising is useless and we must give up our place without a fight to the daily papers, the magazines and the trash.

II

What's Wrong With the German Book-Trade

Report of F. van den Arend

American Vice-Consul, Leipzig, Germany

FROM a report issued on the 10th of May, 1925, to the members of the German Publishers' and Dealers' Book Exchange (Leipzig) by the directors of the association, it appears that during the business year from March 31st, 1924, to March 31st, 1925, the German publishing industry has had to contend with a declining demand both at home and abroad. German publications have become too expensive. On the world market they are unable to meet foreign competition. At home the reading public, a large portion of which was impoverished by the inflation, cannot afford to buy in the usual quantities at increased prices.

In spite of the fact that the number of publications has decreased steadily since 1922, there is still an over-production. Retailers in Germany are over-stocked and find themselves obliged to sell out many editions at a loss. Their position is particularly difficult at the present time. On the one hand, they are hit by the competition of numerous readers' associations founded for the purpose of buying books at wholesale prices and saving the retailer's profit; on the other hand, they suffer from a practice, which has recently increased among publishers, of offering editions direct to the public at very reduced rates, after having been unable to dispose of them to the already overstocked trade.

One of the few encouraging features of the domestic market has been the fact that since the stabilization of the mark libraries have been in possession of sufficient funds to resume their purchases in the customary quantities. The rapid increase in the publication and circulation of periodicals, on the other hand, has had the effect, particularly among the traveling public, of reducing the demand for books. The demand for textbooks remains far below the pre-war demand. The map publishers and music publishers report a satisfactory domestic business.

The following figures show clearly the recent rapid decline in the export of books

from Germany. There were exported by weight:

In 1913		20,496,700 Kilograms
" 1920		10,589,100 "
" 1922		13,743,200 "
" 1923		8,370,000 "
" 1924		7,713,000 "

The falling off of the export trade is ascribed chiefly to the high cost of production, which brings the prices of German publications above the level of the world market. French competition is making itself very keenly felt, France's depreciated currency aiding her to do a large export business with countries such as Switzerland, which formerly bought largely from Germany. Nationalistic sentiment in regions which formerly imported German books in considerable quantities, such as Czechoslovakia, Poland and Lettland, has also affected the German export trade adversely.

The high cost of production, which is regarded by German publishers as the chief obstacle to both the domestic and export trade, is ascribed to many factors. The prices of raw materials and service are still above pre-war prices. The cost of paper remains between 50 and 60 per cent higher; printing costs from 90 to 100 per cent more than before the war; binding 130 per cent more. Freight rates in Germany have more than doubled since 1913 and compare very unfavorably with those in competing countries. In France the cost of freight is only 49 per cent of the cost in Germany, in Italy 45 per cent, and in Belgium 38 per cent. Postage rates for printed matter have also undergone enormous increases since before the war. As long as such conditions, coupled with heavy taxation, persist, the German publishers claim they will not be able to reduce the price of their publications below the present price level. They join other branches of industry in the demand for cheaper freight rates and lighter taxation as an indispensable condition to the improvement of business.

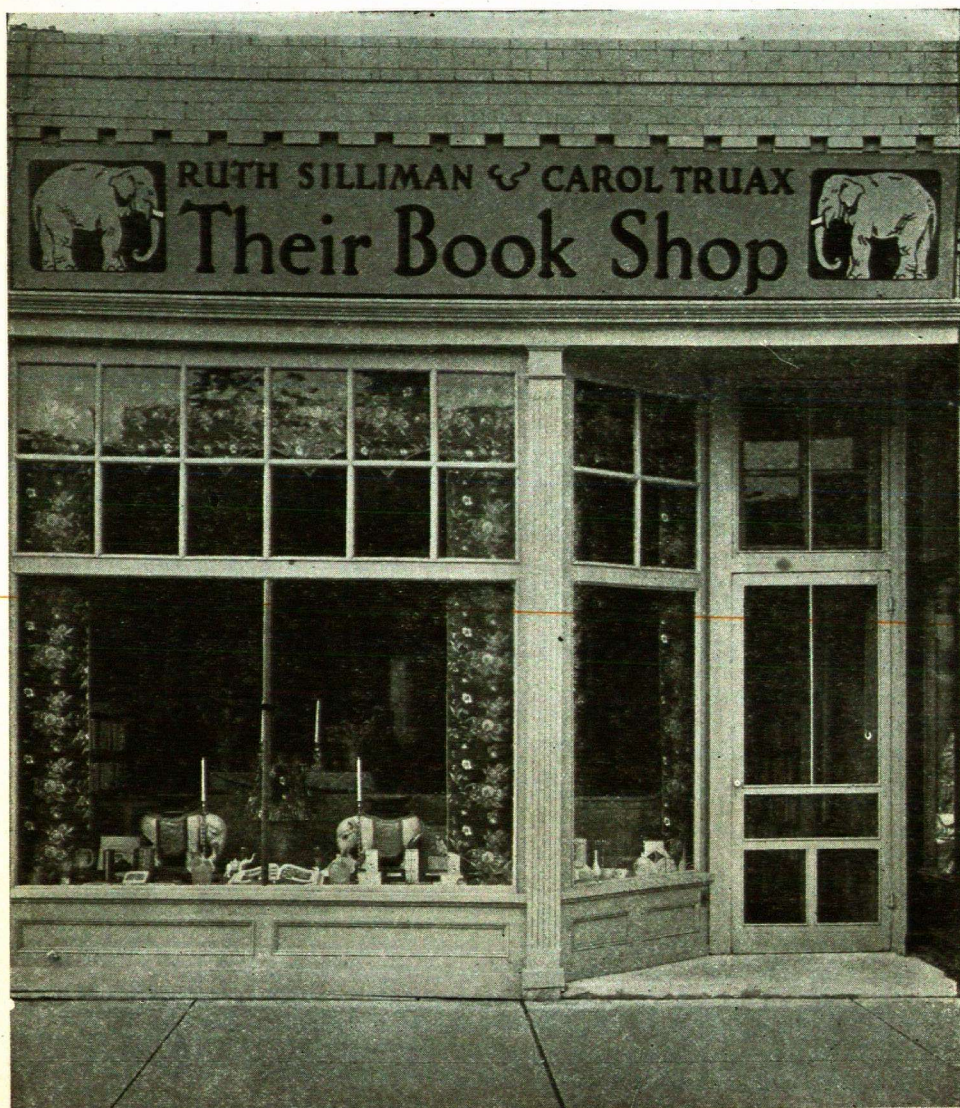
Some New Western Bookshops

II

Their Bookshop—Colorado Springs

WHEN Mrs. Silliman and Miss Truax, both New Yorkers, decided to make Colorado Springs their home because of the climatic advantages, they considered how to keep occupied and

happy and at the same time make a living in a city which depends very largely upon its summer tourist trade. Mrs. Silliman, who had been in the textbook business for fifteen years, all that time associated with



EXTERIOR OF THE SHOP, WITH C. B. FALLS ELEPHANTS GUARDING THE DOORWAY



THE INTERIOR OF THE SHOP IS GAY WITH FLOWERS, AND THE COMBINATION OF BOOKS AND GIFTS ARE IN THEMSELVES VERY DECORATIVE

Ginn and Company, naturally thought of a bookstore as the kind of retail business for which she was best fitted, and this appealed to Miss Truax, whose father, on the New York Supreme Court bench for nearly thirty years, was during his lifetime a well-known collector of books. Since there seemed to be an opening for an intimate bookshop in Colorado Springs, and since books could readily be combined with imported pottery, glass, leather, and the like—good tourist meat always—a little more than a year ago they opened Their Book Shop at 5 East Pikes Peak Avenue in the hope that an intelligent selection of books and gifts, with service in mind first, last, and all the time, would make a strong appeal both to the residents and the traveling public.

Their Book Shop is not on the main street of Colorado Springs, altho it is only a stone's throw from

the world-famous Antlers Hotel and in perhaps the most dignified business section of the town—all at a rent less than half of a Tejon Street location a mere block away. In order to distinguish it from the other stores in the row it is painted a jade green outside, and this color is used for the inside walls as well. The cases which line both sides of the Shop are painted Chinese yellow, and the tables, chests, and chairs which furnish it are early American pieces of mellow hue. A chintz of gay flowers with a dark background softens the show-window and is used for chair-cushions thruout. Colorado sunshine streams thru yellow organdie at a big window at the back, and just below is a brick fire-place in which piñon wood (which you light with newspaper and a match—no kindling is needed) flames at the slightest excuse of coolness in the air. Here are easy



chairs, a high antique bookcase with glass for the finer books, and a cabinet for old and rare books and silver. Altogether an atmosphere has been created which charms the buyer of books.

The proprietors of Their Book Shop spare no effort to give service in a city where there are many ill people and their families. Nothing, literally, is too much trouble and the result has been a steadily increasing business and an almost universal recognition thru the city of the new bookstore that is so likely to have the book you want and so very willing to get it to you and for you with the least possible delay. Of tremendous value in giving this service are the assistants to the proprietors. Their associate in bookselling is a woman of culture and charm; their shipping-clerk is always a college boy of refinement and background. Before the Shop was opened Mrs. Silliman and Miss Truax heard on all sides of the deadness of the winter months, of the very small volume of Christmas business, and of the dire results of an unfavorable tourist season such as must be expected every now and again. While last summer was everywhere a less-than-average season, while the week before Christmas developed 18 below zero weather practically unknown in that part of the world, and while the late winter months are assuredly very slim as compared with those in the usual run of cities, the year has none the less shown a balance on the credit side of the ledger, and the first few weeks of the second year a fine business decidedly in excess of that of May, 1924.

Former experience, while not along retail lines, has of course been a considerable factor in establishing this new business within the space of one short year. Businesslike methods in the conduct of a book-

store seem to make a hit all along the line. These and an intellectual background on the part of all concerned mean that the public has access to the best new books either immediately on visiting the Book Shop or just as soon as they can be got from the east. While all the best books cannot of course be kept in stock in a shop of this size, at least familiarity with them is shown, and the customer usually coöperates to the

extent of waiting for the book he wants or taking an equally good one which will serve his purpose. He realizes that intelligent effort is being put forth in his interest and that, it seems, is all that he desires.

Almost without exception from the beginning the publishers have cooperated and made possible the real growth of this new business. There are of course in the experience of Their Book Shop definite problems



A COZY READING CORNER WITH ITS FIREPLACE

lems which assail all booksellers, old and new, especially in the far west—the problem of having books in order to sell them even tho the demand may not come at once and in some instances may never come; the problem of discounts and heavy transportation charges, practically everything being shipped by express since, in a smaller shop such as this, even on travelers' orders, with new books being published every day in the year, there is rarely enough for a freight shipment; the problem of datings which, in a tourist town, necessarily differ from those in the average cities and which, to be helpful, should be adjusted to meet the special requirements. However, as time goes on, Mrs. Silliman and Miss Truax feel that they are increasingly able to cope with these problems, and they bring to their second year in the retail bookselling game unbounded enthusiasm and confidence that moderate success and an almost immoderate degree of happiness in the work is to follow their efforts.

Making Best Sellers With Newspaper Space

THE emphasis on newspaper advertising in planning the Harold Bell Wright campaign has caught the interest of newspaper people, and *Editor & Publisher* in the issue of August 1st carries an extended interview with Charles H. Denhard, who has represented Appleton in placing the advertising.

"By actual count, 7,042 newspapers have received copy on 'A Son of His Father,' Mr. Wright's latest novel. The book was issued July 24, and immediately large copy was run in metropolitan centers. On Aug. 1, the entire list made the first insertion.

"Re-insertions will follow frequently, continuing up to Christmas, when both advertising and sales will reach their peak. Thruout the campaign we will watch sales carefully, of course, cutting from the list newspapers in the towns where we believe the saturation point has been reached, and keeping up copy in centers where sales continue strong.

"In the smaller towns where potential buyers are few we are taking perhaps no more than 1½ inches of space. In large cities like Chicago we are using 1,000 lines and up."

"Newspaper advertising has had an interesting effect upon Mr. Wright's novels—it has created 'retail outlets' in sections where there were none before. There are only 1,500 book dealers in the country, most of them concentrated in the larger cities. Mr. Wright's novels, however, are handled by 10,000 dealers in all sections of the country, in many cases by persons to whom bookselling is an entirely alien pursuit.

"Book advertising has grown steadily in volume in recent years, and with this growth an entirely new method of selling books has developed. Advertising is now being placed five days a week, instead of only once a week in the book review sections. Thru advertising, books, a highly specialized product, are competing in the newspapers for buyers with all generally advertised products.

"This method has added impetus to book buying. Book advertising is reaching millions of people now who have never opened

the book sections of newspapers in their lives.

"And speaking of newspaper book review pages, I am convinced that if many of them were done away with entirely, and paid advertising alone relied upon to sell books, sales would be greater.

"The average book review kills as many sales as it makes. The writer of the review arrives at a verdict—the book is either good or bad. It is only his personal reaction, but his verdict, if he turns thumbs down, is often accepted by readers who might like the book were they to read it. This is equally true when praise is given.

"I believe the public should buy a book and pass its own judgment upon it. In my opinion, book sales would not suffer were the free reviews done away with and paid space relied upon solely."

"A number of literary magazines are to be used in the present campaign, but it is Mr. Denhard's opinion that the literary magazine is not as fertile a source of new business as newspapers because their readers get book news from so many sources.

"We like newspapers for developing new business, and they do develop it, particularly for popular novels. I have had countless instances of immediate orders from local dealers following the insertion of newspaper advertising.

"And newspapers are especially valuable in light of the strange whims of the book buying public. A book very often is tremendously popular in one section of the country and virtually dead in another. Again, local happenings often tie up beautifully with particular books, and provide excellent opportunities for special exploitation. The best way we can capitalize these situations is thru newspaper copy, placed locally."

"In regard to the technique of book advertising in fiction a book is either liked or disliked, and a month or six weeks suffice to determine its popularity.

"We watch the orders carefully, pick out the spots where there is action and use newspapers. But books, just like other products, can very rarely be 'put over' by advertising if the public reaction is negative."

Profitable Book-Merchandising

By Charles L. Pollard

II

Display

THE purpose of the book display is to sell more books; books that would not otherwise be sold, and to persons who would not buy if the display did not furnish "that impulse." There are two types of sales made by the display: those to the casual purchaser who comes into the store for something in the stationery department, or who passes the store day after day until enticed by some book in the window; and the sales to steady customers. This latter is not negligible, for tho the efficient clerk can always suggest acceptable additional titles, something unusual that sells itself is frequently seen in the displays.

Consequently, the store must display books of the steady appeal of the best seller and the new fiction by standard authors; and books of unusual and seasonal attraction.

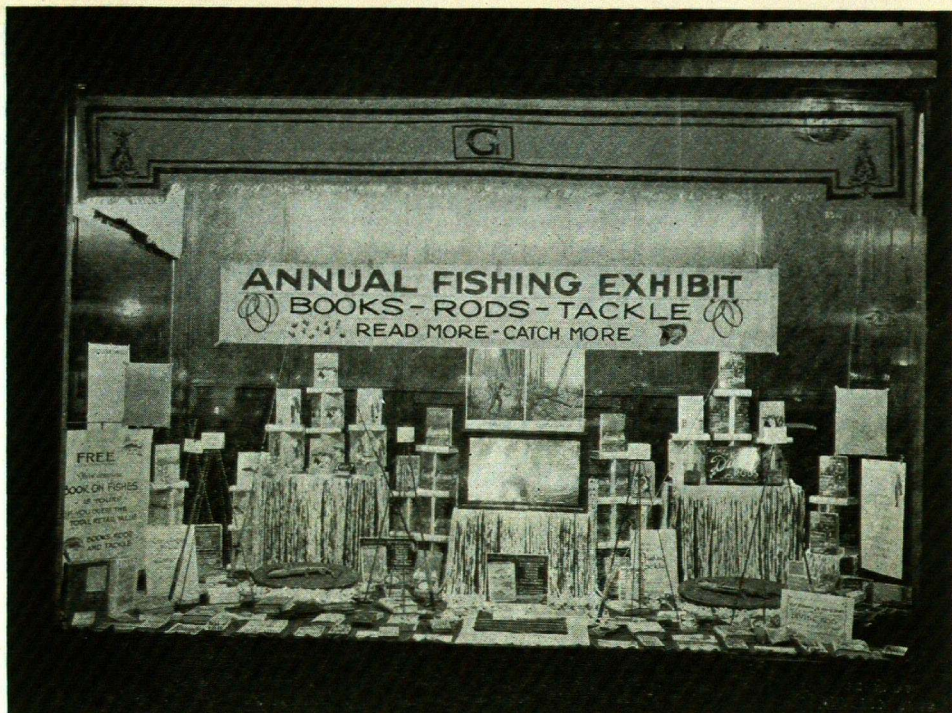
Fiction, naturally, in the windows and on the floor should receive the first consideration. The "Best Sellers" in the windows and on a prominent table indoors should be supplemented with a fair quantity of less prominent titles to be a grazing ground for the many persons who "don't know what they want," or who want "a book like 'To the Last Man'," or "like Margaret Kennedy's." In this same connection secondary displays of type fiction—Western, romance, mystery, sophisticated, etc.—on a nearby shelf are handy and save time in making sales. And old stock should be kept near the display proper: the sale of an old book has some advantages the sale of current fiction hasn't. The fiction displays should, of course, be permanent but steadily and often changed by the addition of new volumes, intense emphasis on one book, etc.

While having only a section of the window space, indoors, poetry and drama should occupy shelves only less prominent than those of the fiction. Many fiction buyers naturally gravitate to these classes.

Philosophy and religion can not unfairly be given the third place of honor. (Local tastes will be responsible for many variations in this scale, but the spirit of display in proportion to sales-value can be carried out if the letter can't.) The gift books are another class of non-fiction that can be relegated to an unobtrusive, unimportant space—but where an effective display can be made when necessary. It is not the display of such types that sell them; customers as a rule want them only at definite times and then call for them.

The business and technical books present a problem: the call for them is ordinarily so slight it does not pay to stock them; and still they do sell. Perhaps as successful a way as any out of the dilemma is the classified mailing list and a descriptive bibliography prepared with the help of men in such fields as engineering, interior decorating, and advertising. Persons who want these books, if not satisfied with the ones exploited in the mailing list or the ones in stock, will generally order from the bibliography.

Of all non-fiction displays, seasonal displays prove most lucrative. These books, like some fiction, sell heavily for a short time; the turnover is rapid, and if ambitiously pushed they can be purchased in quantities. A bookdealer who has tried these displays knows how they help business, and not infrequently when business is slow. In the spring a window given to bird books, garden manuals, nature books, vacation suggestion books, and books on summer sports—tennis, fishing, golf, etc.—will pay for itself many times. For other seasons a general catalog would include: summer; the dullest time of all, is also the time of conventions and children's parties and travel, and books relating to these have a fair sale—especially those that can be shown at the conventions, and travel-aids; the fall offers great opportunities in



ANNUAL SPRING FISHING EXHIBITION AT GRANT'S BOOKSHOP, UTICA, N. Y.



"PAUL BUNYAN" (KNOPF) WINDOW DISPLAY ARRANGED BY MARSHALL FIELD & CO., CHICAGO

business books and books of self-improvement, art, and indoor games, and non-fiction in general; the same may be included in winter's list with the important addition of travelogs. It goes without saying that there are no dates to separate the seasons and their demands: some books will sell the year around, and others for two or three seasons. But there are propitious moments, and the wants of that moment shouldn't be overlooked. Then there are the crazes: what a boon the cross-word puzzle

wave has been, and the stimulation of dictionary and word-book sales. These have merited many displays.

Juveniles can be exploited most of the time in the windows; on the floor they may be judiciously put in some out-of-the-way space where there is plenty of room. Most buyers of these books like to look around, and often have children with them. They never notice the few additional steps that take them out of the way of the usual centers of trade.

Practical Points on Building Bible Business

A Few Comments From One Completing a Quarter of a Century in It

By F. F. Bayer

Oxford University Press, American Branch

IF possible, try and keep your stock where you have the advantage of daylight when displaying for sale, or, next best, good artificial light. Good type, to be appreciated, can only be shown at its best under good light.

Should your business justify it, by all means maintain a separate religious section with a case or small table upon which a few books can be laid open for inspection and comparison.

Select a sales person who really enjoys selling these books since too often one's religious beliefs may cause one to refrain from any real enthusiasm or zeal to push the sale.

To facilitate selling, keep the following arrangement of stock on the shelves:

Text Bibles.

Illustrated and Scholar's Editions for Children.

Reference.

Concordance and Teacher's.

Red-Letter Editions.

Scofield Versions.

Modern Revised Version.

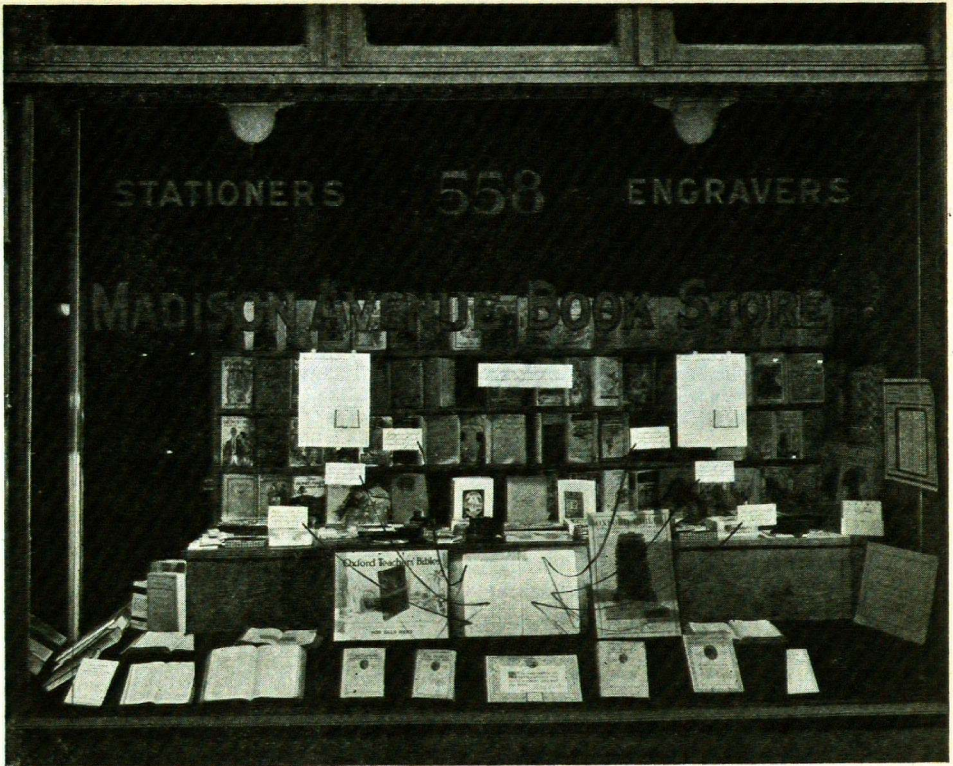
This has its distinct advantages, first for quick service; second—in the rush season to find what is wanted; and third—to tell at a glance whether or not you have the size type and priced book desired in the particular style selected. If not, then in view of this arrangement conforming with the cata-

log of most of the leading lines it would be an easy matter to consult the lists for special order purpose, as a last resort. But the main point is you can lay your hands instantly on the book wanted and present it in various sizes and prices—thus making for quick and satisfactory sales, besides carrying the conviction to the customer of "The Store for Service." This arrangement can also be carried out with the New Testaments, Testament and Psalms, Prayer Books, and Prayer and Hymnal lines. In these cases begin with the smaller sizes and stack to the largest.

I would also suggest sub-dividing India paper editions in all cases from the white paper books.

An occasional display with the caption "Have You Seen the New Type Editions of the Bible?"—featuring the newer Black-faced books, together with the many new patterns and colored leathers in Bibles and Prayer Books which are being continuously produced, is bound to make an irresistible appeal to many. Remember these are not seasonal books—but in demand all year round.

By coupling up service and courtesy with the convincing display of a thoro knowledge of the stock—why not only would very few prospective purchasers ever get away but invariably the sale would be worth-while. Ten dollar Bible sales not only are very



HANDWRITTEN SIGNS ATTACHED TO THE WINDOW POINT OUT HELPFUL AND ATTRACTIVE FEATURES

common, but usually are the result of good salesmanship, since most people do not set a price limit when buying a Bible.

Hence a department presenting such selling possibilities surely is worth developing, for the business is there to be had. What greater proof than the fact that the Bible not only still is the biggest selling book in the world but annually keeps selling more and more; and the sales when made are really worth-while sales.

In this connection the "Pyramid of Bibles" has been used most effectively, piling from your largest on bottom to "the smallest Bible in the world" on top, open—with a magnifying glass placed in front of it. Another display—the Scofield Reference Bible open, with the special show card having the streamers which can be attached to the window and which point out the many helpful and attractive features used therein, for a better understanding of the Bible.

A display of one each of the various styles with cards above drawing attention to the bindings, viz: cloth, Keratol, French Morocco, Persian, Real Morocco, Levant,

Sealskin, etc. Likewise of "types"—would prove both educational and of interest. Or perhaps, a Bible in the process of making passing thru some twenty or more operations most of which could be shown, also would draw attention.

Another suggestion—a direct comparison of the white and India paper editions with a terse review of the discovery of the latter; its beautiful qualities of being so opaque, thin and light weight and still tough, will result in sales of books of the higher grade. Fine bindings and colored leathers always draw attention and should be featured. This is especially true of the many dainty and beautiful patterns in prayer books and hymnals.

Settings, where it is possible to utilize figures or furniture in addition, such as an arm-chair, table and lamp—or pulpit, desk, etc., serve to lend an "at home" atmosphere. Seasons should always be kept in mind when these displays will have most effect such as the Lenten season, Easter, Confirmations, Rally Day for Sunday school in September, and Christmas.

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

August 15, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Selling the Best Sellers

IT would be pleasing to imagine that promotion funds for new books could be apportioned on some abstract basis of ultimate desert but, like the authors' royalties, advertising must be handled by the publisher on a business basis and each book must get its just proportion of expense, increased as the sales totals will stand the charge.

On many books the probable sales can be so accurately foretold by previous experience and advance sales so that very broad-gauge programs of advertising can be laid out with the hope of pushing sales beyond the already large public which is interested in the author to a new public.

A large number of the books with an assumed popular sale, carrying large promotion expense are launched at this time of year and in busy publishing offices extra space is being signed for and expensive promotion material being ordered. It is a time of anxious work and a season of intense application. Can the book-buying public be again enlarged, the publisher is asking, so that another fifty thousand of so-and-so's novel can be sold over and above previous records?

Some books can only gradually increase their public, some can only compete with other new books for the attention of established novel readers, some are too new in aspect and have too little cumulated interest to get out to a big popular reading before they are covered by the next wave of publications.

It has to be the score or more "best sellers" that can be pushed out to new areas, and it is for that reason that a real responsibility rests on the booksellers to see that the waves of popular interest carry as much freight into the harbor as possible before the water recedes. Perhaps the bookseller would rather be selling economics or poetry (and he should use equal energy to do so) but this need not prevent him from taking his part also in the great mass movement of book distribution which is trying to get the book-buying habit extended to something like a reasonable comparison with the extent of the reading public.

Observe Publication Date

WITH the fall publishing season the question of observing publication dates becomes of increasing importance because of the emphasis that heavy advertising campaigns place on the new titles. Every year there are rumors of some trade carelessness in this respect and of consequent bad feeling.

It cannot be too often emphasized that this is a matter that calls for very painstaking cooperation for the good of the whole.

Many people new in the business cannot see the importance of having books come to all the counters on the same day, but if they could realize the scrambling that occurs if each one tries to beat the other dealer, and the expense involved and bad feeling engendered, they would see the importance of publishing dates and of their observance. It is particularly important that dealers in the same city should cooperate on this; and if a dealer hears thru a customer that another dealer is making advance deliveries, he should first of all assume that it is thru a mistake that this is done (as is usually the case) and not start retaliatory measures. He should get in touch with the dealer so quoted and see if the matter cannot be promptly fixed up.

It is frequently found that the receiving department of one house has forgotten to hold the books, and they have come to the selling floor without proper caution. By a little care and good spirit such local disturbances can be prevented.

How Does the Order-Direct System Affect the Book Business?

THE book-trade is actively discussing the uses and abuses of the "order-direct" method of shipping books, a method by which the publisher is asked to ship a book direct to the bookseller's customer, using a tag provided, and charging the book and postage to the booksellers. It is suggested that the booksellers in discussing this do not see how the increased burden of this method affects the publishers' costs, and that the publishers may not be

fully aware of how the order-direct method is used by the bookseller, especially what emergencies it meets.

The *Publishers' Weekly* proposes to carry, for the clarification of the situation, statements of the facts of the order-direct method as found in the bookstore practice and publishers' experience. Contributions will be printed without names, and it is believed that such a symposium will have definite trade value at this time.

If you are a bookseller, will you answer these questions:

1. Is the order direct system necessary to your book service?
2. Can part of these orders be handled other ways?
3. How extensively do you use the system?
4. What type of orders are thus handled?
5. Where do these orders originate and who decides the method of handling?
6. Have you a regular form for such orders?
7. Have you any suggestions for improved practice?

If you are a publisher, will you write us:

1. What does analysis of current orders show about the booksellers' use of the order-direct method?
2. Does the method seem to throw an unfair burden on the publishers' shipping and billing costs?
3. What special uses of the method seem abuses?
4. Do most booksellers send some orders this way?
5. Is the number of such orders increasing?
6. Do you think the bookseller should discourage this type of business?
7. Have you any suggestions for improved methods?

AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists*

Edited by Merle Johnson

Number 72

EDGAR ALLAN POE, 1809-1849

Compiled by E. D. Siever

POE is one of the great names in American literature. His romantic life has undoubtedly tinged his literary output with interest, but intrinsic merit is the basis of his continued fame. His works consisted of poems, short stories and essays.

TAMERLANE AND OTHER POEMS. *Boston, 1827.*

"By a Bostonian." There are only three or four known copies.

AL AARAAF, TAMERLANE AND MINOR POEMS. *Baltimore, 1829.*

POEMS, Second Edition. *New York, 1831.*

Contains additional Poems.

THE NARRATIVE OF ARTHUR GORDON PYM. *New York, 1838.*

THE CONCHOLOGIST'S FIRST BOOK. *Philadelphia, 1839.*

TALES OF THE GROTESQUE AND ARABESQUE. *Philadelphia, 1840.*

750 copies, 2 vols. In a few of the first copies p. 213 of vol II is misprinted "231."

THE PROSE ROMANCES OF EDGAR A. POE. No. I. *Philadelphia, 1843.*

THE RAVEN AND OTHER POEMS. *New York, 1845.*

TALES. *New York, 1845.*

MESMERISM: IN ARTICULO MORTIS. *London, 1846.*

EUREKA—A PROSE POEM. *New York, 1848.*

500 copies.

THE LITERATI. *New York, 1850.*

POE'S WORKS were collected in four volumes. TALES, *New York, 1845,*
WORKS, *New York, 2 vols., 1850,* WORKS, *New York, 1856.*

The WORKS were issued in 1894-5 (Chicago), in ten volumes (250 copies large paper), with newly included material, edited by George E. Woodberry and Edmund Clarence Stedman, as to which P. K. Foley's "American Authors" says:

"In this edition the works are, for the first time, revised after the author's final manuscript corrections, with exhaustive bibliographical notices, by Mr. Woodberry, of the several tales, reviews, sketches, and poems and variorum readings of the latter. These make it unnecessary to give here a detailed list, with dates of publication, of Poe's contributions to the *Southern Literary Messenger*, *The Gentleman's Magazine*, *Graham's Magazine*, *Broadway Journal*, *Godey's Lady's Book*, and the numerous periodicals and annuals with which his connection was less permanent. Vol. X contains, pp. 267-281, a bibliography, also by Mr. Woodberry, of the various collective editions of Poe's writings."

THE LAST LETTERS OF EDGAR ALLAN POE TO SARAH HELEN
WHITMAN. *New York, 1900.*

THE LIFE OF EDGAR ALLAN POE (Woodberry). *Boston, 1909.*

2 vols. 150 copies with paper label.

An A. B. A. Page

News and Notes of the American Booksellers' Association

By Walter McKee, *President*, and Ellis W. Meyers, *Executive Secretary*

IT must be vacation time. During June and early in July the office of the Executive Secretary was kept busy opening and answering mail from members. The number of letters received decreased toward the end of July and has kept dropping until now we receive only a scant fifteen or twenty a day. Most of them say "Mr. Bookseller is away at present, but will answer yours of the — upon his return."

The Clearing House

We continue to work on the Clearing House and Telegraphic Delivery plans in spite of this. We have found a very good location for the Center, a box manufacturer who makes cases that stand up, for prices that we can stand and a trucking firm that will give us service at reasonable rates. All in all, we are in a very good position and are waiting, more or less patiently, for the signed agreements from our members. We need only a few more to reach the two-hundred-a-week mark. When we have arrived at this mark we will notify all members to send their orders to us on the order blanks which we will supply. These will be picked up by the publishers each morning and the packages will be sent to us each afternoon. They will be enclosed in cases weighing between one hundred and fifty to two hundred pounds each and delivered to the terminals designated by our members. The charge will be \$1.50 per case, F.O.B. New York.

The plans for the Telegraphic Delivery service are completed. The Associated Press has promised to carry our story on October 1. That means that every paper in the country will fall into line, as the story will be sent to those that are not Associated Press members from this office.

Our dodger is ready. It can be furnished with an overprint giving the booksellers' name and address for thirty cents the hun-

dred. Members should order it now so as to give us time to have it printed and mailed to reach them before the day that the service is inaugurated. The Western Union dodger is also ready for distribution.

Nothing has been left undone. A great many of the publishers have promised complete co-operation as outlined in the plan in our June *Bulletin* and, while there are one or two that feel that we may be making a mistake, our officers and the majority of our members as well as of the publishers believe that the plan should be given a good test.

We are going to get a great deal of publicity from it. We are promising nothing that we cannot do, and altho we have to divide our profits we do not charge as much overhead against this transaction as we do against an ordinary one. The bookseller, taking the order has no stock, wrapping or delivery expense; the one delivering has no selling expense.

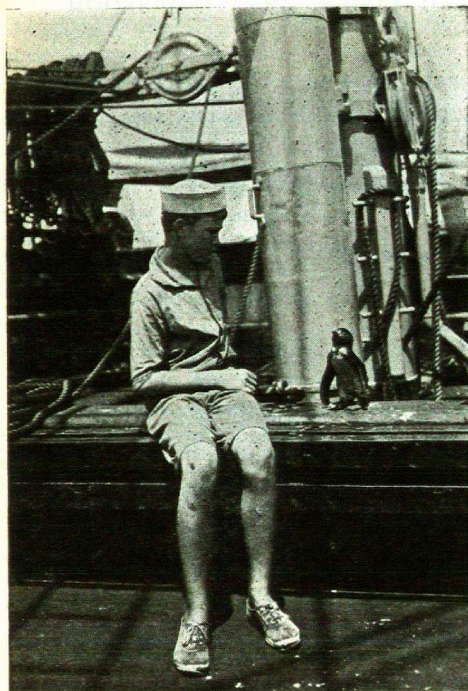
For Members Only

The book business has never undertaken a national advertising campaign. Other businesses have and have not only covered the expenses of that campaign, but have increased their business many times. We are investing one-half of the gross profits of each Telegraphic Delivery sale in national publicity. It will prove itself worthwhile.

We have been receiving quite a number of letters from non-members requesting information about these two plans. We are always happy to give this information, but we want to call attention to the fact that participation in them is for American Booksellers' Association members only. Bookstores may become members of the Association by writing to the Executive Secretary, Metropolitan Tower, New York.

W. McK. and E. W. M.

Book Market Tips



DAVID BINNY PUTMAN, AUTHOR AND SCIENTIST,
AND YOUNGEST MEMBER OF WILLIAM BEEBE'S
EXPEDITION

NOW that William Beebe has returned from the expedition led by him in quest of the Sargasso Sea and the Humboldt Current, there is much speculation as to the nature of the book which he will give to his readers next February under the title of "The Arcturus Adventure." But few persons realize that the good ship *Arcturus* carried another author—or at least a budding one—who was spending his days, and perhaps some of his nights, planning another book, quite different from the one the expedition's leader was to write. When David Binny Putnam, son of the publisher, G. P. Putnam, celebrated his twelfth birthday aboard the *Arcturus* down on the Equator, he was in the midst of an experience that he wouldn't have traded with any other small boy for all the marbles, jack-knives, postage stamps and bird-nests in the world. But if he

wouldn't trade, he was quite willing to write the story of that experience for any fellow who might want to enjoy it second-hand. And that's what he has done. Thanks to the kindness of a great naturalist—whom he is permitted to call Uncle Will—young David found himself on a real voyage of exploration, quite as thrilling as any he had ever read about, altho it did bear a solemn name and was dedicated to a serious purpose. After he had shipped at Panama, it did not take David long to realize that "Uncle Will" and his intrepid followers, armed to the teeth with all manner of fearsome scientific equipment, were in search of a buried treasure quite as precious as any fabled pirate's gold. David's share in the treasure hunt was necessarily a minor one, but he made the best possible use of a good pair of eyes, an active mind, and a vivid imagination. Sea-lions, devil-fish and volcanoes became "no treat to him." And, incidentally, he learned to pronounce, tho not to spell, *amblyrhinchus*, the name of the marine lizard. "David Goes Voyaging" will be published soon.

MARY BORDEN, author of "The Tortoise," "Jane, Our Stranger," etc., wife of a British Army officer, is in New York to see her play staged. It is based on "Jane."

More Monkey Business

ON Thursday of last week a large monkey suddenly appeared in the retail book shop of Fleming H. Revell & Co., on Fifth Avenue, New York, to the dismay of salespeople and customers. It sped about over counters and around them, and after evading all efforts to catch it, disappeared thru the doorway, with the uncanny and revealing tact of its race into the now crowded street.

The animal apparently had not been employed for an evolution exhibit, but had ridden up clinging to a taxi-cab, whose driver had known where he acquired his patron and was only too pleased to have him drop off at the bookstore.

New Ways to Sell Children's Books

WITH the approach of Children's Book Week, November 8th to 14th, more than the usual interest is being manifested in cultivating book lovers and buyers among the youngest generation. How to attract the attention of the youthful reader is a problem that is now engaging many booksellers. The bookplate shown on the right below is one used by The Korner & Wood Company of Cleveland, Ohio, to lend individuality to children's books. Every book purchased for a gift contains one of these plates when it leaves the department. The advent of bookshops especially for children also illustrates the fact that the more forward looking booksellers are attempting to establish a large clientele among the boys and girls. One of the newest of these is The Children's Book Shop of San Francisco, which opened July 1st, advertising "Individual Guidance for Parents" as one of its specialties.

The Bookshop for Boys and Girls in

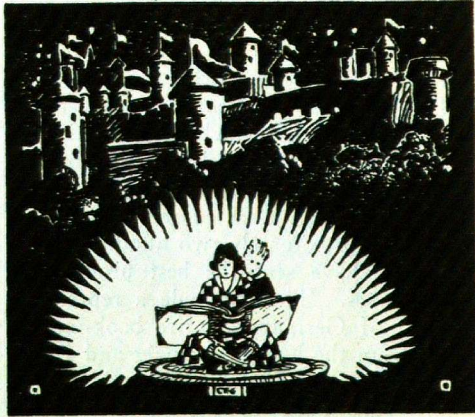
Boston is gaining widespread interest and publicity thru an exhibition of children's drawings, July 8th to August 22nd. Fifty-eight paintings were chosen from a total of over six hundred which were submitted by school children all over the country. The contestants were all between seven and fourteen years of age.

Numbers of magazines are now running regular book columns or pages to help younger readers select the best books available. The *Youth's Companion*, *McCall's Magazine*, and *Holland's Magazine* will introduce juvenile book reviews this fall. The *Literary Review* of the New York *Evening Post* has been especially noted during the past year for publishing a weekly page of criticisms of children's books submitted by the children themselves. The publishers are constantly giving more care and attention to the production of juvenile literature—to the bookseller falls the task of arousing the demand for the best in children's books.



THE CHILDRENS BOOKSHOP
 INVITES YOU AND YOUR FRIENDS
 TO THEIR NEW LOCATION AT
 480 POST STREET AFTER
 JULY 1st 1925 - THE
 NEW SHOP WILL BE KNOWN AS
THE POST STREET BOOKSHOP
THE CHILDRENS BOOKSHOP
 SAN FRANCISCO

**BOOKS * FOR
BOYS AND GIRLS**
THE KORNER & WOOD CO.



THIS BOOK BELONGS TO

German Exhibit at Columbia in October

Librarians Sponsor Important Showing of Ten Years' Production

OCTOBER 5th to 17th there will be held in Earl Hall at Columbia University an exhibition of German books representing the best products of the German book press in science, literature, art and music in the past ten years. The exhibit was brought together last fall by a committee of the *Börsenverein deutscher Verleger* (Association of German Publishers), and shown in Chicago in connection with the midwinter meeting of the American Library Association. Accepting an invitation of the department of Germanic languages at Columbia the Börsenverein will now bring the books to New York.

The exhibition will be entirely non-commercial and designed to give an opportunity to the professional and cultured public of New York and vicinity to see the products of the recent German press.

As compared with the Chicago exhibition, that at Columbia will be 50 per cent larger. Some of the items have been eliminated, a large consignment of additional works shipped from Germany. The ten thousand volumes shown at Chicago will be increased to approximately fifteen thousand. Great care has been exercised to make the exhibit completely representative of all sides of German book-making and to include in it the cream of the production of the German book world.

The *Börsenverein deutscher Verleger* is the great association which maintains its headquarters at the Buchhändler Börse in Leipzig, where the famous "Bugra" or exhibition in 1914 attracted many American visitors. Approximately two hundred eighty publishers have sent the best products of their presses. These include a representative list of Germany's entire book-making guild, from the ancient Leipzig and Berlin firms, whose history in the hands of one family runs back to the middle of the eighteenth century down to the great Munich publishers of bibliophilic works.

The enterprise was organized by Dr. Edmund Schüler of Berlin, and the exhibi-

tion will be under the immediate direction of Dr. Wilhelm Riedner, Chief Librarian of the Bavarian National Library in Munich and well known to many Americans as winner of the Filene Peace Prize for Germany.

A new catalog has been printed, in which all of the titles carry numbers corresponding to the book numbers. This will be a valuable check list for librarians and publishers, as representing a period for which complete German bibliographies are very difficult to obtain. The books are grouped under twenty-eight classifications, from "Allgemeines" to "Schöne Literatur," a very convenient arrangement, for scientists and other professional visitors and an improvement over the Leipzig "Bugra" and similar exhibitions, where the books are shown under the name of the publishing house. Information as to German books has often been very difficult to obtain since 1914. It is safe to say that a librarian or scientist will be able to get a better idea and more exact information from the Columbia exhibition than by spending six months journeying about in Germany. He will have shelved together right before him the works in the field which interests him, whether he be philosopher, economist or designer.

No books will be sold and there will be no advertising of any special publisher. Experts of the Börsenverein will, however, be on hand to furnish information as to prices, when asked. This will in some cases be a welcome opportunity to get light, as German book prices have been a mystery in this country in many ways. One of the most interesting exhibits is a collection of national bibliographies, absolutely exhaustive for Germany and Austria.

Aside from the fields of science, extending from theology to banking and commerce, the exhibit will contain a large number of art works and prints and will be richly illustrative of the technical sides of art production and reproduction. The exhibit will also be rich in material for the

study of the typographical arts. The period of inflation which drove people to put their money into anything having lasting value called into existence a great many expensive facsimiles, some of them the last word in the reproductive art as known in Germany. Such are, for instance, Schmidt's "Die Miniaturen des Gerocodex" or Merton's "Buchmalerei in St. Gallen" or the magnificent reproduction of the "Codex aureus," the Golden Bible, from the Bavarian State Library, in five folio volumes.

A New York Advisory Committee of librarians has been formed under the chairmanship of Roger Howson, Assistant Librarian at Columbia, to assist in staging the exhibit and bringing it to public attention. The members are:

Bach, R. F., Metropolitan Museum of Art.

Brownne, John S., N. Y. Academy of Medicine.

Craver, H. W., Engineering Societies Library.

Gerould, J. T., Princeton University.
Hendrick, Ellwood, Curator, Chandler Chemical Museum.

Hendry, Donald, Applied Science Department, Pratt Institute Free Library.

Lydenberg, H. M., Reference Department, N. Y. Public Library.

Rockwell, W. W., Union Theological Seminary.

Stevens, E. F., Pratt Institute Free Library.

Tower, R. W., American Museum of Natural History.

Trask, Lillia, Rockefeller Institute for Medical Research.

The comparatively brief time in which the books will be shown makes it important that those intending to see them should plan in advance. It is intended to arrange special evenings for librarians and representatives of the sciences and of the graphic and technical arts, where a brief address will be made by especially qualified representatives of the Börsenverein committee.

Hunting Books for Western Collections

"IN discussing the problems of book buying in the West, said Charles W. Smith of the University of Washington Library, at the Seattle Conference, "the factor of geographical location demands first consideration. Trade catalogs and book news of all kinds come like the Sun from the East. The Western buyer suffers by his distance from the source of all wisdom and light.

"Seattle is 3000 miles from the center of the book-trade in America. Measured by letter post this means a disadvantage of four days as compared with buyers east of Chicago. The Western librarian has little chance of securing bargains or rare books on orders from second hand catalogs.

"This geographical handicap is measured also in terms of the cost of travel. A personal examination of the book stocks of the principal dealers in Western Americana requires at least two weeks of time and several hundred dollars in money. Over-the-counter purchase of Western books is usually impossible. It is also impossible to patronize auction sales, and bidding through agents is usually unsatisfactory.

"Book selection is more difficult than in the East. The distance from large libraries where copies of various titles and editions may be examined is no small disadvantage. There is also a lack of adequate bibliographical aids.

information, not editions nor bindings. The photostat serves as an excellent substitute for the original, and tends to check soaring prices.

"To offset these handicaps, the Western buyer must give the promptest attention to second hand catalogs. Orders for important material should be sent by telegraph or cable. Occasional visits to book centers are helpful. In the Pacific Northwest, librarians have improved their knowledge of the field by preparing and publishing cooperative bibliographies in which important titles are located in the important libraries.

"A careful coordination is being brought about. Many libraries are already limiting their purchases quite strictly to the local field. This has tended to relieve the competition for the rarer books.

"Photoduplication is another method of offsetting high prices. The librarian seeks

Mexican and Russian Mail

MEXICO can now be reached by C. O. D. mail deliveries, according to an announcement from the Post Office Department. Merchandise weighing not over 8 ounces and bearing postage at the rate of 1½ cents for each 2 ounces or fraction thereof can be sent by this method. All such parcels should be sealed and registered. The fees, including registration, are 30 cents for collections up to \$10, 45 cents from \$10.01 to \$50, 60 cents from \$50.01 to \$100.

At the same time an announcement is made as to parcel post mailing to Russia. All such packages must be sealed with wax or lead and these seals must bear some distinguishing mark of the sender. Parcels should be carefully packed to withstand the long journey and safe transmission.

Record of American Book Production, July, 1925*

CLASSIFICATION	New Publications			By Origin			
	New Books	New Editions	Pamphlets	English And other Foreign Authors			Total
				American Authors	American Manufacture	Imported	
Philosophy	18	2	—	17	2	1	20
Religion	49	5	8	51	1	10	62
Sociology	27	2	12	39	2	—	41
Law	13	3	1	17	—	—	17
Education	17	—	6	23	—	—	23
Philology	13	3	3	15	4	—	19
Science	18	7	27	47	1	4	52
Technical Books	37	8	11	45	—	11	56
Medicine	24	9	10	36	—	7	43
Agriculture	5	1	—	6	—	—	6
Domestic Economy ..	1	1	—	2	—	—	2
Business	17	5	4	25	—	1	26
Fine Arts	16	—	2	15	—	3	18
Music	7	—	—	4	—	3	7
Games	7	—	1	7	—	—	8
General Literature ..	16	1	1	12	—	6	18
Poetry-Drama	32	3	16	46	2	3	51
Fiction	24	15	1	31	4	5	40
Juvenile	30	5	—	31	2	2	35
History	20	1	6	23	1	3	27
Geography	18	1	4	15	—	8	23
Biography	22	1	5	18	—	10	28
Miscellaneous	3	—	—	2	—	1	3
	434	73	118	527	19	79	625

* In July, 1924, 378 new books, 65 new editions, 128 pamphlets were recorded, a total of 571.

England Studies Broadcasting

RUDYARD KIPLING has consented to serve on an English committee to inquire into the future of broadcasting: its management and control. At the present time the British Broadcasting Company, consisting of manufacturers of wireless apparatus, has a monopoly, but its license expires December, 1926.

The Fleuron, Volume 4

THE fourth semi-annual volume of *The Fleuron*, edited in England by Oliver Simon and published in this country by the Chaucer Head Bookshop at 32 West 47th Street, New York, has just been received and contains articles of great interest to book collectors and booksellers.

Frederic Warde, formerly of the Princeton University Press and now associated with Stanley Morison in London, has a valuable article on Bruce Rogers, which is accompanied by a check-list of Rogers' productions such as have been signed with his name or initials. This list covers thirty years of production. There is also an article on Script Types, of high importance to the advanced student of types, written by Stanley Morison. This article is very fully illustrated. Other material includes Tendencies in German Book Printing Since 1914, Contemporary Printers; Emery Walker, by B. H. Newdigate, etc.

Postal Receipts Increase

THE new postage rates which went into effect in April are apparently to produce sufficient increased revenue to meet the increased wage scales and to leave a surplus beside if the August 1st estimates are an accurate indication.

Second - class revenue (periodicals) showed a decrease, also foreign mail, but third class brought in \$3,000,000 more in two months under new rates and returns from C. O. D. matter increased 46 per cent in May and 70 per cent in June.

That it will take time to get an accurate estimate of changes in income is indicated by the fact that the total revenue of May increased 7 per cent and of June 20 per cent, the July receipts from fifty cities show 10 per cent increase.

Changes in Price

B. W. HUEBSCH, INC.
Strindberg, By the Open Sea; now \$2.00.
THE ARTHUR LEE CO., 20 W. 34TH ST.
Bryan and Darrow at Dayton; \$1.50 to \$1.75.

Obituary Note

STEPHEN H. OLIN

STEPHEN H. OLIN, a leading authority on copyright law, died on August 6th in New York at the age of 78. For many years he had specialized in copyright law and was the counsel of the publishers' Bureau of Copyright for many years. A year ago, on account of growing years, he withdrew as the Bureau's counsel.

Dutton Publishing Department Open Saturdays

IN the July 18th issue of the *Publishers' Weekly* it was announced that the Dutton publishing department was closed all day Saturday during the summer months. This statement was incorrect, as the Dutton publishing house is open until noon for business every Saturday. The Dutton retail bookstore is, however, closed all day Saturday during the summer months.

Drafting Resale Price Bill

A BILL sponsored by both the Chamber of Commerce of the United States and the American Fair Trade League, and designed to legalize the standardization of resale prices, will be introduced at the next session of Congress, according to the announcement made by the joint committee appointed to draft this measure. The committee met at the New York office of the United States Chamber of Commerce and after an all-day session gave out word that the text of the proposed bill would be made public within two or three weeks.

Business Notes

NEW YORK CITY.—The Holliday Bookshop moved on August first to 49 East 49th Street. The telephone number is Plaza 6110.

NEW YORK CITY.—G. A. Baker & Co., dealers in rare books and autographs, formerly at 144 East 59th Street, will move late in August to larger quarters in the Grand Central Palace building, 247 Park Avenue.

Communication

ANOTHER VIEW OF THE "LITTLE BLUE BOOKS"

Wyoming, New York

August 3, 1925

Editor *Publishers' Weekly*,

I have been glad to see your very just and thoroly merited criticism of the devious publicity methods employed by Mr. Haldeman-Julius in connection with his "Little Blue Books." In following the course of Mr. Haldeman-Julius's advertising campaign, with its frequent "fake" appeals on the score of past or future price changes and its frequent "last chances," etc., I have wondered that reputable periodicals would lend their pages to the exploitation of such methods.

But if the "Little Blue Books" were really what they claim to be—if the series represented a worthy and responsible effort to publish well-printed and well-edited editions of the best literature at a price within the range of anyone's pocketbook—one might easily be willing to overlook its publisher's questionable advertising methods and feel that after all the balance lay on the credit side of the ledger in such a wide circulation of good literature. Unfortunately, however, the series seems to have been produced with but one thought in mind—the reduction of expense. The books are not edited at all, and they are manufactured according to the lowest and cheapest standards in the printing trade. Along with their utter tastelessness in the matter of typography, they abound in misprints, misplaced "slugs," etc., to such an extent that one doubts if even the first proofs received a reading. There is nothing remarkable in the production of such pamphlets at five cents each; every printer knows that this price on a large edition would yield a profit of several hundred per cent, even if well printed. Indiscriminate persons, who know nothing of printing costs or typographical standards, have lavished extravagant "blurbs" upon Mr. Haldeman-Julius for his "audacious enterprise" and "service to literature." In my view, the wide circulation of such badly-printed matter is a detriment to the dissemination of good literature.

W. R. BROWNE.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus; [n. d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq, obl, nar, designate square, oblong, narrow.

Adams, Samuel Hopkins

Siege; il. with scenes from the photoplay. 402p. D (Popular copyrights) [c' 23, '24] N. Y., Grosset 75 c.

Alcott, Louisa May

Jo's boys, and how they turned out. 316p. il. (col.) O (Beacon Hill bksheft) '25 c. 86-'25 Bost., Little, Brown \$2

Anderson, Isabel

The kiss and the queue. 224p. il. D '25 Bost., Four Seas \$2
A volume of short stories.

Atkey, Bertram

The pyramid of lead. 300p. D c. N. Y., Appleton \$2

Prosper Fair, whose identity is itself a mystery, takes on the role of detective, and tries to ferret out the mystery of three murders at the base of a peculiar lead pyramid.

Atkins, David

The measurement of economic value. 220p. diags. O c. San Francisco, The Lantern Press \$3

By the author of "The Economics of Freedom."

Aubert, Maître

Bolshevism's terrible record; an indictment. 136p. (4p. bibl.) D [c. '25] Bost., Small, Maynard \$1

Baker, Alongs L.

The hope of the world. 390p. il. O [c. '25] Mountain View, Cal., Pacific Press Pub. Ass'n \$4
A book on the living Christ.

Balmer, Edwin

That Royle girl. 358p. D c. N. Y., Dodd, Mead \$2

The story of a girl who, in spite of the drudgery of her job and the pretense of her makeshift home, had spirit and independence and the ability to dream fine dreams.

Barnes, James M.

A guide to good golf. 150p. il. diags. D c. N. Y., Dodd, Mead \$2
Corrective suggestions by a top-notch golfer, with preliminary chapters on how to learn the fundamentals of the game correctly.

Beresford, John Davys

The monkey puzzle. 311p. D [c. '25] Indianapolis, Bobbs-Merrill \$2.50

A little village's persistence in clinging to its gossip is the "monkey puzzle" which the artist hero can not solve.

Beuret,orgette

When I was a girl in France. 208p. il. D (Children of other lands) [c. '25] Bost., Lothrop \$1.25

The child life, home life, school life and thought life of a French girl of good family. The author is a concert singer and violinist today.

Beyle, Marie Henri [De Stendahl, pseud.]

The chartreuse of Parma; tr. by Lady Mary Loyd. 543p. il. O [c. '01] N. Y., Appleton \$2.50

Published some years ago as one of a fifteen-volume set of French romances, this is now reprinted and sold separately.

Birmingham, George A. pseud. [James Owen Hannay]

Bindon Parva. 319p. D [c. '25] Indianapolis, Bobbs-Merrill \$2

In Bindon Parva, an old, old English village, there is an ancient church presided over by a half-mad priest, who here tells the stories of his predecessors.

Adams, Francis Wayland

An epic poem on the civil war in America. 53p. D '25 East Aurora, N. Y., The Roycrofters apply
American Committee on Arrangements

The Lutheran world convention; the minutes, addresses and discussions of the conference at Eisenach, Germany, Aug., 1923. 195p. O '25 Phil., United Lutheran Pub. House \$1

Baker, Frederick Storrs

Aspen in the central Rocky Mountain region. 47p. (1p. bibl.) il. O (Dept. of agriculture bull. no. 120) '25 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. apply

Brighouse, Harold

Mary's John; a comedy in three acts. 65p. il. O (French's acting ed., no. 481) '25 N. Y., S. French apply

Blakeslee, George H.

The recent foreign policy of the United States. 368p. D [c. '25] N. Y., Abingdon \$2
Problems in American cooperation with other powers. The volume is made up of lectures on the Bennett Foundation, Wesleyan University.

Blanche, J. E.

Manet; tr. by F. C. De Sumichrast. 40p. il. D (Masters of modern art) '25 N. Y., Dodd, Mead \$1.75

[Boswell, James]

Boswell's note book 1776-1777; recording particulars of Johnson's early life communicated by him and others in those years. 88p. S (Oxford miscellany of prose and poetry) '25 N. Y., Oxford \$1.20

Brewbaker, Charles Warren

The adult program in the church school. 139p. D [c. '25] N. Y., Revell \$1.25
A book for pastors and Sunday School superintendents and teachers.

Bridges, T. C.

The young folk's book of discovery. 272p. il. (pt. col.) O '25, c. '24, '25 Bost., Little, Brown \$2
Stories of the world's great explorers in all ages.

Buchan, John

Midwinter. 333p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

Burt, Edwin Arthur

The metaphysical foundations of modern physical science; a historical and critical essay. 358p. (14 p. bibl.) O (Internat'l lib. of psychology, philosophy & scientific method) '25 N. Y., Harcourt \$5

Bush, Bertha E.

A prairie rose; il. by Henry C. Pitz. 305p. O (Beacon Hill bkshelf) '25, c. '10, '25 Bost., Little, Brown \$2

Carlin, George A.

He who gets slapped; a novel adapted from Leonid Andreyev's drama and the Victor Seastrom photoplay, il. with scenes from the photoplay. 273p. D (Popular copyrights) [c. '25] N. Y., Grosset 75 c.

Chamberlain, George Agnew

The great Van Suttart mystery. 319p. D c. N. Y., Putnam \$2
An exciting tale, concerned among other things with old New York, the perpetuation of John Blake, a dime museum, three royal pearls and a mystery that remains unsolved for twenty years.

Clausen, Bernard Chancellor, D. D.

The technique of a minister. 133p. diags. D [c. '25] N. Y., Revell \$1.25
The author is pastor of the First Baptist Church, Syracuse, N. Y.

Cobb, Irvin Shrewsbury

Snake doctor, and other stories. 343p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

Cody, Hiram Alfred

The trail of the Golden Horn. 296p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

Cohen, Israel

Journal of a Jewish traveller, The. 303p. il. map. O '25 N. Y., Dodd, Mead \$4
The story of a pilgrimage to the Jewish communities of Australasia, India and the Far East in 1920, and the interesting facts it disclosed.

Cole, George Douglas Howard

Robert Owen. 267p. (bibl. footnotes) front. (por.) O (Curiosities of politics) '25 Bost., Little, Brown \$4
A vivid pen picture of the great British social reformer.

Concepción, M. de Gracia

Azucena. 66p. D c. N. Y., Putnam \$1.75
A slim volume of verse by a young Filipino who is thought to be the first of his race to publish poetry in English.

Constant de Rebeque, Henry Benjamin

Adolphe; tr. by J. Lewis May. 153p. front. S (Internat'l Lib.) [n.d.] Phil., McKay \$1.25
A new edition of this autobiographical romance uniform with other translations of standard fiction.

Darling, M. L.

The Punjab peasant in prosperity and debt. 320p. O '25 N. Y., Oxford \$4.50

Evarts, Hal George

Spanish acres. 303p. D c. Bost., Little, Brown \$2
A tale of mystery, love and excitement on a sheep ranch in the Southwest.

Farjeon, Joseph Jefferson

Uninvited guests. 362p. D c. N. Y., Dial Press \$2
A detective story by the author of "The Master Criminal."

Father Tuck

Little people's annual; ed. by Capt. Edric Vredenburg. 111p. il. (pt. col.) O [n.d.] Phil., McKay bds. \$1.50

Browder, Earl

Class struggle vs. class collaboration. 31p. T (Little red lib. no. 2) [25] Chic., Daily Worker Pub. Co. pap. 10 c.

Brown, Mrs. S. Joe

The history of the Order of the Eastern Star among colored people. 88p. il. S '25 Des Moines, Ia. [Bystander Press] \$1

Controlling seasonal slumps. 14p. (bibl. footnotes) D (Steadying business, no. 1) [25] N. Y., Metropolitan Life Insurance Co., Policy Holders' Service Bur. pap. gratis

Day, Arthur Louis and Allen, E. T.

The volcanic activity and hot springs of Lassen

Peak. 108p. il., maps Q (Pub. no. 360) '25 Wash., D. C., Carnegie Inst. of Wash. apply

Dickinson, John and Kolchin, Morris

Governor's advisory commission, cloak, suit, and skirt industry, New York City, report of an investigation. 175p (bibl. footnotes) diags. Q '25 N. Y., Eve. Post Job Pr. Off., 154 Fulton St. pap. apply

Dunne, William F.

Worker correspondents, what, where, when, why, how? 35p. T (Little red lib. no. 4) [25] Chic., Daily Worker Pub. Co. pap. 10 c.

Engels, Frederick

Principles of communism; tr. by Max Bedacht. 32p. T (Little red lib. no. 3) [25] Chic., Daily Worker Pub. Co. pap. 10 c.

Ferency, Arpád

Kunala: an Indian fantasy. 255p. D [n.d.] N. Y., Harcourt \$2.50

A number of Indian Buddhistic love stories are narrated in this, a novel in which Kunala, the chief hero, is the personified symbol of pessimism as regards women.

Ferguson, John Alexander

The secret road. 274p. D c. N. Y., Dodd, Mead \$2

In which a young Englishman in the Indian Secret Service finds, thru a series of strange coincidences, that he is involved in the hunt for a world famous diamond.

Filene, Edward Albert

More profits from merchandising 170p. il. diagrs. O c. Chic., A. W. Shaw \$2

Describing the so-called "model stock plan." A book for distributors, producers and buyers. The author is president of a large Boston department store.

Flavin, Martin

Children of the moon; a play in three acts. 90p. D (French's standard lib. ed.) [c. '24] N. Y., S. French pap. 75 c.

Fletcher, Joseph Smith

The Markenmore mystery. 320p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

Fletcher, Maude H.

A successful cradle roll system. 89p. il. D [n. d.] N. Y., Revell 75 c.

Foerster, Norman, ed.

American poetry and prose; a book of readings, 1607-1916. 1079p. O [c. '25] Bost., Houghton \$4

Showing the historical progress of American literature from the time of Captain John Smith to Carl Sandburg. The book has been prepared under the general editorship of Robert Morss Lovett.

Foreman, Grant

Pioneer days in the early southwest; lim. ed. various p. il. map (col.) O '25 Cleveland, Arthur H. Clark Co. \$6

The volume deals particularly with what are now the states of Oklahoma, Texas, Missouri, Arkansas, New Mexico, Colorado and Kansas.

Gask, Lilian, comp.

Folk tales from many lands; il. by Willy Pogany. 260p. il. (pt. col.) D [n.d.] N. Y., Crowell \$2.50

Gaster, M.

Children's stories from Rumanian legends and fairy tales. 143p. il. (pt. col.) O [n.d.] Phil., McKay \$2.50

Felt, Ephraim Porter

Key to gall midges. 239p. (10p. bibl.) il. O (N. Y. state mus. bull., no. 257) '25 Albany, N. Y., Univ. of St. of N. Y. pap. 75 c.

Foster, W. Z., and others

Trade unions in America. 36p. T (Little red lib., no. 1) [25] Chic., Daily Worker Pub. Co. pap. 10 c.

Fuqua, Isham W.

Before and after Adam. 39p. T '25 Los Angeles, Cal., Times-Mirror apply

Gall, John C.

The U. S. Board of tax appeals; a review of its purpose, jurisdiction, powers and duties, and a digest

Golden, John

Pigs; a romance of seventeen, from the play by Anne Morrison and Patterson McNutt. 250p. il. D (Popular copyrights) [c. '25] N. Y., Grosset 75 c.

Goldoni, Carlo

The fan; a comedy in three acts; tr. by Henry B. Fuller. 123p. D (The world's best plays) [c. '25] N. Y., S. French pap. 50 c.

Greenberg, Jacob

A complete French course. 519p. il. D (Merrill's French ser.) [c. '25] N. Y., C. E. Merrill \$1.64

Elements of French. 291p. il. D (Merrill's French ser.) [c. '25] N. Y., C. E. Merrill \$1.20

Gregory Jackson

The maid of the mountain. 331p. front. D c. N. Y., Scribner \$2

A romance of the California wilderness.

Hall, George W.

Tarifa; a story of the enthrallment and robbery of a great people and a suggested method of rescue. 108p. S c. Wash., Author, 221 E St., N.W. \$1

A book in favor of free trade.

Harris, Merton L.

The golden mirage; a romance of the great southwest. 272p. D [c. '25] N. Y., Revell \$2

A newly-discovered oil field and the resulting mushroom-growth of a town form background for the story.

Hartswick, F. Gregory

The first tangram book; the adventures of the beautiful princess in Triangle land. 154p. il. (col.) O c. N. Y., Simon & Schuster \$2.50

A tangram is a square cut into seven pieces of special shapes and sizes. It was invented ages ago by the Chinese who used it to make all sorts of designs and puzzles. An envelope pasted on the inside front cover of this book contains three tangrams, with which children can make pictures of their own to further illustrate the story.

Hendrick, Ellwood

Lewis Miller; a biographical essay. 219p. il. O c. N. Y., Putnam \$3

The intimate study of a great educator and inventor of the 19th century. With an introduction by Thomas A. Edison.

Hollander, Jacob Harry

Economic liberalism. 197p. (4 p. bibl.) D [c. '25] N. Y., Abingdon \$1.50

Lectures on the Bennett Foundation at Wesleyan University, given by the author who is professor of political economy at Johns Hopkins.

of its decisions. 58p. O '25 Wash., D. C., W. F. Roberts apply

Grimes, Waldo Ernest, and others

A study of farm organization in central Kansas. 75p. diagrs. O (Dept. of agriculture, bull. no. 1296) '25 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. apply

Hampton, Rev. Charles

Reincarnation, a Christian doctrine. 32p. S [c. '25] Los Angeles, Cal., St. Alban Press, 2041 Argyle Ave. pap. apply

Harding, Wilbur Judd, comp.

The Hardings in America; a genealogical register of the descendants of John Harding of England, born A. D., 1567. 209p. il. O '25 Keystone, Ia., Harding Pr. Co. apply

Hough, Lynn Harold

Evangelical humanism. 205p. D [c. '25]
N. Y., Abingdon \$1.50

Howbert, Irving

Memories of a lifetime in the Pike's Peak region. 304p. front. D c. N. Y., Putnam \$2.50

Jeffery, Jeffery E., pseud. [Jeffery Eardley Marston]

An octave. 312p. D c. Bost., Little, Brown \$2

An ironical comedy-novel with a man who "likes his comfort" as the central character.

Kennedy, John Pendleton

The basis of real estate values. 103p. D [c. '25] Los Angeles, Bank Business Builders
pap. \$1.50

King, Basil i. e. William Benjamin Basil

The happy isles. 485p. il. D (Popular copy-rights) [c. '23] [N. Y., Grosset] 75 c.

Kingston, Charles

The romance of Monte Carlo. 223p. il. O '25 N. Y., Dodd, Mead \$4

An entertaining account of the origin and history of Monte Carlo and its famous casino, together with stories of interesting events that have occurred there.

Kretschmer, E.

Physique and character; tr. from the 2nd rev. and enl. ed. by W. J. H. Sprott. 280p. (bibl. footnotes) il. O (Internat'l lib. of psychology, philosophy & scientific method) '25 N. Y., Harcourt \$5

An investigation of the nature of constitution and of the theory of temperament.

Lacon

Lectures to living authors; il. by Quiz. 231p. D '25 Bost., Houghton bds. \$2.50
Shaw, De La Mare, Beerbohm, Walpole and others are frankly informed of their virtues and shortcomings.

Lee, Vernon, pseud. [Violet Paget]

The golden keys, and other essays on the genius loci. 265p. D '25 N. Y., Dodd, Mead \$2.50

A volume of essays on the spirit of places in which out-of-the-way corners in Italy and France are described.

Lorand, Arnold

Old age deferred; the causes of old age and its postponement by hygienic and therapeutic measures; 6th ed. 539p. O '25 Phil., F. A. Davis \$3

Lynde, Francis

Mellowing money. 293p. D c. N. Y., Scribner \$2

How the responsibilities of a fortune transform a supposedly confirmed black sheep into a respected member of society.

McFee, Inez Nellie Canfield [Mrs. M. M. McFee]

Young people's cook book, or, How the Dayton's cooked at home and in camp. 300p. D [c. '25] N. Y., Crowell \$2

Mackail, Denis George

Greenery Street. 273p. D c. Bost., Houghton \$2

The humors and small tragedies of the first years of married life as shown in the lives of a quartet of young married folk who live in Greenery Street, London.

McKenna, Stephen

Tales of intrigue and revenge. 296p. D c. Bost., Little, Brown \$2.50

McKenna's first book of collected short stories—sixteen in all—written during the past seven years and representing varied moods of the writer and the times.

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Modern immigration; a view of the situation in immigrant receiving countries. 405p. (bibls.) D (Lippincott sociological ser.) [c. '25] Phil., Lippincott \$3

Presenting the main facts concerning large scale immigration in the modern world.

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The betrothed (I promessi sposi); introd. by Rafael Sabatini. 366p. front. S (Internat'l lib.) [n.d.] Phil., McKay \$1.25
An Italian historical novel that ranks as a classic.

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Campbell Meeker. 28p. front. (por.) O '25 N. Y., Harold Vinal. bds. priv. pr.

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In the parish of St. John [a novel] 147p. front. D c. New Orleans, La., Geo. A. Martin & Co. \$1.50

Martyn, Wyndham

The return of Anthony Trent. 347p. D [c. '25] N. Y., Barse & Hopkins \$2

The adventures of a former criminal, who has become a detective to aid a friend, unjustly imprisoned.

Hull, Ernest R.

Our modern chaos and the way out. 82p. S [n.d.] N. Y., P. J. Kenedy pap. 30 c.

Kellogg, Remington

Additions to the tertiary history of the pelagic mammals of the Pacific Coast of North America. 123p. il. O (Pub. no. 348) '25 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. apply

King, Forest Volney, and others, comp.

A bibliography relating to soil alkalies. 40p. O (Dept. of agriculture, bull. no. 1314) '25 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. apply

Kussart, Mrs. Sarepta Cooper

The early history of the fifteenth ward of the city of Pittsburgh. 90p. (4p. bibl.) il. O '25 Bellevue, Pa., Suburban Pr. Co. apply

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Poems from earth's fair corners. 37p. D '25 Bost., Stratford apply

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Little, Brown & Co.

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Mathis, Rev. Michael A.

India—1925, a mission investigation. 63p. (1p bibl.) O (Paladin ser.) c. Cincinnati, O., Catholic Students' Mission Crusade, Shattuc Ave. pap. 50 c.

Matteson, David Maydole

List of manuscripts concerning American history preserved in European libraries. 211p. O (Pub. no. 359) '25 Wash., D. C., Carnegie Inst. of Wash. apply

Mayne, Ethel Colburn

Enchanters of men. 368p. il. O '25 N. Y., Putnam \$5

As the author says, this book might well have borne the subtitle, "A Study in Feminine Magic." Among the many "enchanters" described are Diane de Portiers, Du Barry, Marie Antoinette, Lola Montez, Tullia d'Aragona, Jenny Lind and Adah Isaacs Menken.

Metcalf, Frank J.

American writers and compilers of sacred music. 373p. il. D [c. '25] N. Y., Abingdon \$3

Largely biographical, giving a host of information about American tune composers.

Michaelis, Leonor

The effects of ions in colloidal systems. 108p. diagrs. D '25 Balt., Williams & Wilkins \$2.50

Miller, Harry Lloyd and Hargreaves, Richard T.

The self-directed school. 418p. (bibl. footnotes) D [c. '25] N. Y., Scribner \$1.80

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The book of the ancient Greeks. 436p. (4 p. bibl.) il. map. D c. N. Y., Putnam \$2.50

An introduction to the history and civilization of Greece from the coming of the Greeks to the conquest of Corinth by Rome in 146 B.C. A companion volume to the author's earlier book, "The Book of the Ancient World."

Mitford, Mary Russell

The letters of Mary Russell Mitford; selected with an introduction by R. Brimley Johnson. 245p. D '25 N. Y., Dial Press \$2.50

Written between 1799 and 1854, these letters are an interesting commentary on the life of the period as well as a revelation of a lovable personality.

Nicolson, Harold George

Tennyson: aspects of his life, character and poetry [popular ed.] 308p. O '25 Bost., Houghton \$2.25

Parkman, Francis

The Oregon trail; sketches of prairie and Rocky-mountain life; il. by N. C. Wyeth. 371p. il. (col.) O (Beacon Hill bkshelf) '25, c. '00-'25 Bost., Little, Brown \$2

Pattee, Fred Lewis, ed.

American short stories. 356p. D c. N. Y., Duffield \$2

Peple, Edward Henry

The littlest rebel. 258p. D '25 c. '14 N. Y., Dodd, Mead \$1.50

A new edition of this story of a little girl in Civil War times.

Pinkerton, Robert Eugene

The test of Donald Norton. 345p. front. (col.) D (Popular copyrights) [c. '23, '24] N. Y., Grosset 75 c.

Porter, Gene Stratton [Mrs. Charles Darwin Porter]

The keeper of the bees. 515p. il. (col.) D c. Garden City, N. Y., Doubleday \$2

A story of California and its sunshine, which is also the story of a war-torn soldier, a strange marriage and a stranger bride.

The white flag. 483p. front. (col.) D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

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Ebony and ivory; with a preface by Theodore Dreiser. 223p. front. O [c. '23] N. Y., Harcourt \$2.50

A new edition of the book which first established the author's reputation.

Proctor, Mary

Legends of the stars; il. by Dorothy Newsome. 128p. il. diagrs. D (All-time tales) [n.d.] Phil., McKay 75 c.

A collection of stories of northern skies for children.

The young folk's book of the heavens. 270p. il. (col. front.) maps, diagrs. O '25, c. '24, '25 Bost. Little, Brown \$2

Astronomy interestingly introduced to young people.

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Children's stories from Russian fairy tales. 144p. il. (pt. col.) O [n.d.] Phil., McKay \$2.50

Puxley, W. Lavallin

Green islands in glittering seas. 316p. il. O '25 N. Y., Dodd, Mead \$3.50

An account of wanderings among the lesser-known Pacific islands.

Quennell, Marjorie and Quennell, C. H. B.

Everyday life in Roman Britain. 247p. il. (col. front.) maps. O (Everyday life ser., v. 3) '25 N. Y., Putnam \$2.50

Quiller-Couch, Sir Arthur Thomas [G., pseud.]

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Among the other Victorians discussed in this collection of essays are Thackeray, Disraeli, Mrs. Gaskell and Anthony Trollope.

Rath, E. J. pseud. [J. Chauncey Corey Brainerd and Mrs. Edith Rathbone Jacobs Brainerd]

The dark chapter; a comedy of class distinctions. 306p. D (Popular copyrights) [c. '24] N. Y., Grosset 75 c.

Rice, Merton Stacker

The advantage of a handicap; twelve sermons. 217p. D [c. '25] N. Y., Abingdon \$1.50

Phillips, Everett Franklin

The bee-louse, *Braula coeca*, in the U. S. 12p. (2p. bibl.) O (Dept. of agriculture, circ. 334) '25 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. apply

Quincy Tercentenary Committee

Quincy, Mass., historical guide and map. 48p. (1p. bibl.) il., map T '25 Quincy, Mass., Quincy Historical Soc. apply

Restoring the century-old residential glories of the East River. 41p. (1p. bibl.) il. D '25 N. Y., H. C. Brown apply

Sheehan, Rev. Edmund

Teaching and worship of the liberal Catholic church. 67p. il. D c. Los Angeles, Cal., St. Alban Press, 2041 Argyle Ave. pap. 25 c.

Rideout, Henry Milner

Dulcarnon. 230p. D c. N. Y., Duffield \$1.50
A treasure hunt that begins in Provence and leads thru India jails, up swampy rivers and beneath old palaces affords theme for an exciting tale.

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Motor rambles through France; some descriptions and some reflections; and a supplementary chapter on French medieval architecture by G. H. West, D. D. 261p. il. (pt. col.) O '25 Bost., Houghton \$5

Descriptive of rural France from Monte Carlo to Dieppe and from Boulogne to Nice.

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A mystery novel which rivals "The Bat" in interest.

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A western story by a new novelist.

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British politics in transition. D (Government handbks.) [c. '25] Yonkers, N. Y. World Bk. \$1.80

Salisbury, Ethel Imogene

Boys' and girls' California. 205p. il. maps. O [c. '25] Bost., Houghton \$2

A new sort of state geography. Miss Salisbury takes some boys and girls in her automobile through all the valleys, over all the hills and into the biggest cities of California and tells interesting stories about the places they visit.

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Ivanhoe; abridged by E. P. Prentys. 127p. il. (col. front) D (All-time tales) [n.d.] Phil., McKay 75 c.

Scutt, Winifred

The children's Master. 148p. il. D [c. '25] N. Y., Revell \$1.25

A book of twenty-seven chapters, each of which describes in story-form a separate incident in the life of Christ.

Service, Robert William

The roughneck; il. with scenes from the photoplay. 448p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

Sheridan, Clare Consuelo Frewen [Mrs. William Sheridan]

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Clare Sheridan and her brother take an adventurous trip across Europe by motor-cycle ("Satanella") and encounter strange folk and primitive ways in their journey from Holland thru Russia, Poland and the Crimea.

Simpson, Louis Wright

A summer in France. 155p. D '25 Buffalo, N. Y., Ott Ulbrich Co. \$1.50

A book of Travel.

Smith, Gipsy, pseud. [Rodney Smith]

Gipsy Smith, his life and work; intros. by G. Campbell Morgan and Alexander McLaren; rev. ed. 333p. il. D [c. '01, '02, '25] N. Y., Revell \$2

Spingarn, Joel Elias

Creative criticism; essays on the unity of genius and taste. 138p. D [c. '11, '25] N. Y., Harcourt \$1.25

Stevenson, Robert Louis

The master of Ballantrae, and The black arrow. 399p. S (Everyman's lib.) [n.d.] N. Y., Dutton 80 c.

Virginibus puerisque. 348p. S (Everyman's lib.) [n.d.] N. Y., Dutton 80 c.

Treasure island. 394p. S (Everyman's lib.) [n.d.] N. Y., Dutton 80 c.

Stillman, Mildred Whitney

Unknowning, and other poems. 70p. front. D c. N. Y., Duffield bds. \$1.25

Stuart, Granville

Forty years on the frontier; as seen in the journals and reminiscences of Granville Stuart; ed. by Paul C. Phillips; 2 v. various p. il. O '25 Cleveland, Arthur H. Clark Co. \$12.50 set

An account of the early history and development of the Northwest.

Socialist Labor Party

A review and an outlook; what is ahead of the American working class? 16p. D '25 N. Y., N. Y. Labor News Co. pap. 5 c.

Stejneger, Leonhard

Chinese amphibians and reptiles in the U. S. National Museum. 115p. (bibl. footnotes) il. O (No. 2562, Proceedings of U. S. Nat. Mus.) '25 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

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Rebuilding a lost faith. 229p. D '25 N. Y., P. J. Kenedy pap. 60 c.

Tapp, Sidney C.

The answer to evolution and its fallacy. 24p. O [c. '25] Kansas City, Mo., Author, Box 710 pap. apply

Ward, Freeman

Structures in northern Haakon county. 15p. (bibl. footnotes) maps O (S. D. geological and nat. hist. survey, circ. 22) '25 Vermillion, S. D., Univ. of S. D. pap. apply

Whitebread, Charles

The Indian medical exhibit of the division of medicine in the U. S. Nat. Museum. 26p. il. O (No. 2582, Proceedings of U. S. Nat. Mus.) '25 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Woodring, Wendell Phillips

Miocene Mollusko from Bowden, Jamaica. various p. (2p. bibl.) O (Pub. no. 366) '25 Wash., D. C., Carnegie Inst. of Wash. pap. apply

Sturges, Arthur M.

Practical beekeeping. 326p. il. (col. front.)
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[Swift, Jonathan]

The wonderful voyages of Gulliver; retold
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Tabarant, A.

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A collection of fairy tales telling of a marvelous
enchanted bed that reads the character of those who
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Thompson, Arthur Ripley

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Bost., Little, Brown \$2

Tracy, Louis

The turning point. 362p. D (Popular copy-
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Trowbridge, Mrs. Gertrude Mary Sherman

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A story for grown-ups or young people written
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Recollections of Johanna Spyri's childhood;
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Crowell bds. 60 c.

With a supplemental chapter on Johanna Spyri, the
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Villiers, Elizabeth

Love stories of English queens. 255p. il. D
[n.d.] Phil., McKay \$2.50

Vulliamy, C. E.

Our prehistoric forerunners. 224p. (3p.
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A popular account of prehistoric man, in which
the most recent discoveries and theories are sum-
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Wain, Louis William

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Waite, Arthur Edward

Emblematic freemasonry, and the evolution
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Ward, Henshaw

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The theory of evolution, its proofs and its history,
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Harcourt \$7.50

Traces the relations which existed between Britain
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Peace of Paris.

Williams, Reginald Gordon

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Wright, Dudley

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Young, E. H.

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\$3.50 Dodd, Mead

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P. \$1.50 Bank Bldrs. Assoc.

Betrothed, The. Manzoni, A. \$1.25 McKay

Bindon Parva. Birmingham, G. A. \$2
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\$2.50 Putnam

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- British politics in transition. Sait, E. and Barrows, D. P. \$1.80
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 ctor, Mary. \$2 *Little, Brown*
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Old and Rare Books

Edited by Frederick M. Hopkins.



IT is reported that a manuscript of the "Arabian Nights," of rarest Persian antiquity, has been discovered in the Leningrad Public Library, and that it contains several chapters not included in any known translation.

"WHAT'S O'CLOCK," a posthumous volume of verse by the late Amy Lowell, which Houghton Mifflin Company are to bring out in September, has already gone into its second printing over a month before publication.

THE "Index" for the "American Book Prices Current" for seven years of sales from 1916 to 1922 inclusive, uniform in size and binding with the annual volumes, limited to 750 copies, will be published next month.

WHEN Amy Lowell bequeathed her collection to Harvard University Library, few realized the importance of the gift, its main value being attributed to its association with her. It now appears that it contains 15,000 volumes, selected with great discrimination, rich in rarities of all periods of English literature, with the most extraordinary Keats collection outside of the British Museum, and that American poetry of the last half century is extraordinarily complete.

"A Selection from the Poems of Michael Field," with a preface by T. Sturge Moore, will be published by Houghton Mifflin Company this Fall. In the closing years of the last century, Michael Field, heralded as a poet of unusual brilliance, was later discovered to be two strange English women, Catherine Bradley and Edith Cooper, who lived in almost complete seclusion and wrote under the pseudonym of "Michael Field."

MANY years ago George Gissing prepared a series of prefaces or introductions for a new edition of Dickens's works. These prefaces were delivered to the publisher, but for some unknown reason were never printed and were lost or mislaid in the manuscript file. B. W. Matz, founder of the Dickens Fellowship and editor of *The Dickensian*, somehow learned of these prefaces, and after exhaustive search found them. One of the last things that he did before his death was to arrange for their publication, not as prefaces, but in a book soon to appear and be called "The Immortal Dickens."

APRIL 15 was a red letter day in the life of Dr. Samuel Johnson, for it marked the completion of his "Dictionary," upon which he had spent seven hard and exhausting years' labor. Andrew Miller thus acknowledged receipt of the final

pages of copy; "Andrew Miller sends his compliments to Mr. Samuel Johnson, with the money for the last sheet of the copy of the "Dictionary," and thanks God that he is done with him." Dr. Johnson replied: "Samuel Johnson returns his compliments to Mr. Andrew Miller, and is very glad to find (as he does by this sheet) that Andrew Miller has the grace to thank God for anything."

WITH special regard for the interest of summer visitors, the Boston Public Library has arranged an exhibition of rare books, broadsides, autograph letters and manuscripts of historical interest. Documents of the history of old Boston, Massachusetts Bay, Plymouth Colony, the discoveries of Captain Smith, and the Indian Wars, have been placed on view. The Public Library is rich in such material and great care has been taken in making the display. The newspapers report that hundreds of people from all over the country visit the library daily and show the keenest appreciation as they linger about the show cases in the exhibition room. Among the items on view are the Mather Papers, the Cotton Papers, the Hinckley Papers, manuscripts relating to the Canadian campaigns of 1709 and 1759, several volumes of early American newspapers, the famous letters of Earl Percy, written between 1774 and 1778, broadsides long antedating the outbreak of the Revolutionary War, books relating to the voyages of Captain John Smith, pamphlets, books and manuscripts relating to the French and Indian War, and to the general history of the North American Indians. On the walls are shown a selection of prints and photos relative to early America.

CHARLES J. SAWYER, the London rare book dealer, recently came into possession of a book ranking high among association items. It is a copy of "Low Life, or One-Half of the World Knows not how the other Half Lives, with an Address to the Ingenious Mr. Hogarth," London, 1764. The adventures of this book are told in the volume itself. A note by Shirley Brooks on fly-leaf reads, "Preserve this book. I had another copy, given me by Angus Reach. I lent it to Dickens.

who lent it to Thackeray, who gave it to Sala. This copy was given me in restitution." On opposite page is written, "Stolen 185—. Restored 1861—by W. M. Th-ch-r-y." Another note by S. B. states, "But this may be the original copy given me by A. R. See letter at the back of this page, 16 April, 1871." A news-cutting of an article by George Augustus Sala, referring to this book, states: ". . . and, coarsely as it is done, the friends who gave it to me—and to the whole world another book called "Vanity Fair"—thought that we got more special knowledge out of it than out of any other extant volume." A letter from Sala to Brooks mentions, "Did I ever tell you the queer story attaching to that book?—of how Dickens gave it to me in Paris in '55, thinking it had been given to him by Thackeray—of how I took it to Russia, and did there base on it the scheme of "Twice Round the Clock"—of how Thackeray, alleging that he had but lent it to Dickens, reclaimed it from him, and he from me: and so it has been a purse: first his, then mine, then yours, and may be slave to thousands, but never will be trash." On the verso of this letter is Sala's neat manuscript article of Hogarth for the *Cornhill*. Further letters at the end of the volume from F. C. Burnand, Sala and Brooks add to the interest. Surely this is a gem among association books.

EXHIBITIONS of literary rarities are attracting a great deal of attention, whether on view in the Old World or the New. The report comes from Paris of a most interesting exhibition at the Bibliothèque Nationale that is not only being largely attended by French booklovers and collectors, but is receiving much attention from visitors in the French capital. This great library stands on the site of a seventeenth century mansion of Cardinal Mazarin, and its great collection of rarities is composed in part of the private libraries of the kings of France, many of whom were ardent collectors. Charles V. was the first to have a special room for his books, but they were dispersed and part of them were purchased by the Duke of Bedford and taken to England. The present library dates from the sixteenth century, and was enriched by the successive kings, but par-

ticularly under the reigns of Louis XIV and Louis XV. The Revolution added enormously to it by suppressing the libraries of the religious establishments, and later by gifts and purchases which have been frequent. Since 1793 all printers must, by decree, give to the Bibliothèque Nationale two copies of anything printed by them. It is some of these treasures that are now on exhibition. The walls of the exhibition room are hung with the tapestries of Audran relating some anecdotes of Don Quixote. They make a beautiful frame or background for the sumptuous old bindings, rare editions of books, music, autographs and manuscripts. Here may be seen the manuscript of the "*Pensées*" of Pascal; the last verses composed by Andrew Chénier in prison, written in a microscopic hand so as not to waste any paper; the only copy of "Christainismi Restitutio" of Michel Servet, which escaped burning; first editions of Villon, Racine, Corneille, Molière and Rabelais; illuminated manuscripts of great literary and historical interest ranging from the fifteenth to the eighteenth century; the autograph manuscripts of La Fontaine, Racine, Rousseau, Napoleon, Renan, Richelieu, Victor Hugo; an autograph copy of Rouget de l'Isle's "La Marseillaise"; a wonderful collection of maps, one depicting a voyage to Timbuktu in 1413; and many other rarities not less interesting. "One needs to see this exhibition," says one writer, "to understand the Frenchman as a collector."

Catalogs Received

Americana and miscellaneous books, including antiquities, architecture, and old houses, Civil War, War of 1812, money and banking, etc. (No. 959; Items 538.) C. F. Libbie & Co., 3 Hamilton Place, Boston, Mass.

Americana: War of Independence, Civil War, American Indians, etc.; books on travels in North, South and Central America, Canada and the American isles. (No. 27; Items 200.) J. W. Browne & Son, Addison House, Rugby, England.

Fine autographs. (No. 927; Items 458.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.

First editions and illustrated works. (No. 44; Items 641-703.) Antiquarian Book Co., 446 Park Road N., Birkenhead, England.

First editions in original covers. (No. 42; Items 5833-6201.) Antiquarian Book Co.

First editions of Beerbohm, Conrad, De la Mare, Masfield, etc.; books on printing, bibliography, bindings. (No. 18; Items 741.) W. & G. Foyle, Ltd., 121 Charing Cross Rd., London, W. C. 2, England.

First editions of magazines containing contributions by leading modern authors. (No. 43; Items 6202-6410.) Antiquarian Book Co.

First editions, travels, medical, theology, etc. (No. 27; Items 967.) Low's Bookstalls, 39 New Market Gallery, Aberdeen, Scotland.

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Aladdin Bk. Shop, 205 Trumbull St., Hartford, Conn.
 Review Copies Latest Fiction.

Albany Public Library, Albany, N. Y.

Earle, Customs and Fashions in Old N. E., Scrib. Garrard, Watch Repairing, Cleaning and Adjusting, Appleton.
 Birmingham, Lalage's Lovers, Doran.
 Zangwill, Big Bow Mystery, Rand.

Aldine Book Co., 436 4th Ave., Brooklyn, N. Y.
 American Irish Historical Society, vols. 5, 7, 15, 16.
 N. Y. Historical Asso. Proceedings, vols. 4, 17, 18.
 Southern Hist. Association, vol. 10, no. 6.
 Jewish Encyclopedia, vol. 8.
 Pa. Archives, 1st series and index.

Aldine Book Shop, 205 S. 16th St., Philadelphia
 Phantom Wires, Stringer.
 Cupid the Surgeon, Meader.
 Reflections of Morning After, Meader.
 Arkansas Planter, O. Read.
 Opie Read in Arkansas, pub. Ogilvie.
 The New Rector, Weyman.
 All titles by Helen R. Martin.

Amer. Bapt. Pub. Soc., 1107 McGee St.,
 Kansas City, Mo.

St. Paul the Traveler and Roman Citizen.

America-South-of-U.S., 62 West 45th St., New York
 Moses, Bernard, Spanish Dependencies in S. Amer.

W. H. Andre, Suite 607 Kittredge Bldg., Denver, Col.
 12-vol., 1923, set of Modern Eloquence.
 Wilde's Pomegranates, pub. Brentano.

Argus Bookshop, 434 S. Wabash Ave., Chicago
 Hands Across the Sea, B. L. T.

Argus Bookshop—Continued

In Exitu Isreal or Gabriel Andre.

Algeria & Tunis, Nisbet.

P. G. Barnum, Autobiography.

Long, Sane Sex Life and Sane Sex Living, original ed.

Sunset Trail, Alfred Henry Lewis.

Ida May, A Civil War Romance.

Lea, Chapters from the Religious History of Spain;
 Historical Sketch, of Sacerdotal Celibacy; Studies
 in Church History; The Morescos of Spain.
 Principles of Light & Color, Babbitt.

A. S. Arnold, Metuchen, N. J.

Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Auditorium Book Store, 1407 Arapahoe St., Denver
 Boys Own Country Life, Thomas Miller.
 Fish Culture in Ponds, Meehan.

Augustana Book Concern, Rock Island, Ill.

Life and Times of Calvin, L. Penning.

L. S. Ayres & Co., Indianapolis, Ind.

The Thirty-ninth Step, John Buchan.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.

Thornley, I. D., England Under the Yorkists.

War of the Roses, Deserter, F. H.

War of the Roses, Mowat, R. B.

Wales and the Wars of the Roses, H. T. Evans.

Chantry Priest of Barnet, A. J. Church.

English History, Durham, F. H., from 1399 to 1485.

English History, Edwards, O. M., from 1272 to 1485.

History of England, C. W. Oman.

England and the Hundred Years War, Longmans.

Houses of Lancaster and York.

Lancaster and York, J. H. Ramsey.

History of Life and Reign of Richard the 3rd, J.

Gairdner.

Memoirs of Richard the 3rd, J. H. Jesse.

Reign of Henry V, J. H. Wylie.

York and Lancaster, W. G. Jones.

England Under the Lancastrians, J. H. Flemming.

Holinshed R. Holinshed Chronicles Richard II, 1398-

1400.

Henry IV and Henry V, Oxford.

Life and Reign of Edward the 4th, C. L. Scofield.

His Majesty's Guest, C. E. Stubbs.

Richrd III, Abbott, J.

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William M. Bains, 1713 Chestnut St., Philadelphia
Savonarola—His Life & Times. Wm. Clark, 1890,
McClurg.
Broken Oaks, John MacIntosh.

Wm. Ballantyne & Sons, 1409 F St., N.W., Wash., D.C.
Darwin, Voyage of the Beagle, Everyman's Library,
leather, 2 copies.

Beaumont's Book Shop, 16 N. 12th Blvd., St. Louis
Prince of the House of David.
Any writings on finger prints and detective work, by
Collins of Scotland Yards.

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**Bd. of Christian Education of Presbyterian Church,
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The Philosophy of Religion, Sabatier.

**Bd. of Christian Education of Presbyterian Church,
278 Post St., San Francisco**
Christ and Four Gospels, Dale.

Book Shop, Glass Block Store, Duluth, Minn.
Black Cardinal, J. T. Smith, pub. Champlain Press.
Ancient, Curious and Famous Wills. Harris, pub.
Little-Brown & Co.

The Book Shop, 219 N. 2nd St., Harrisburg, Pa.
Soul of Melicent, Cabell.
Prayers for Today, McComb.
Towards Democracy, Carpenter.

The Book Shop, Davenport Hotel, Spokane, Wash.
Lowell, Fir Flower Tablets, 1st ed.
Sleigh, Ancient Mappe of Fairy Land.

Brentano's, 218 S. Wabash Ave., Chicago
Boys Self Governing Clubs, Winifred Buck, Macm.
Rodman the Keeper, Woolson.
The Gentleman, Egan.
By Bread Alone, Friedman.
Days Before Yesterday, Hamilton.
Empire of Business, A. Carnegie.
Diary from Dixie, Chestnut.
My Dairy North & South, Russell.
Mansfield Genealogy.
Baldwin Genealogy.
Wolfville Folks, Lewis.
Farc Nell & Her Friends, Lewis.
The Book of the Courtier, Castiglione, Opdyke's tr.
Dream Child, Huntley.
Daniel Webster, Curtis, 2 vols.

Brentano's, 1 W. 47th St., New York
Boutelle, Clarence M., Of Two Evils; The Man Out-
side.
Marshall's Life of George Washington, early ed.
John Trumbull's Collected Works, Hartford, 1820.
Captain Jinks, pub. Russell.
Lever, Chas., Sir Jasper's Secret.
Abbott, Lyman, Life of Henry Ward Beecher.
Wallace's Darwinism.
Ball, Story of the Heavens.
Riley, Twentieth Century Beverages.
Genealogy of the Blair Family of New England,
Boston, 1900.

Bridgman & Lyman, 108 Main, Northampton, Mass.
Hastings, Bible Dictionary, 5 vols.

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Declaration of Independence.
Ogg, Opening of the Mississippi.
Compton's Pictures Encyclopedia.

W. H. Broomhall & Co., Stockport, Ohio

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The Auk, vols. 1 to 8 and 32.
Natural History, vols. 22-23-24.

Brown Book Shop, 623 State St., Madison, Wis.
Martin, Geology of Wisconsin.

Bryant Book Shop, 72 W. 48th St., New York
Friendship of Books, Maurice.

Burrows Bros. Co., 633 Euclid Ave., Cleveland
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stant, Levi.
A Thousand Miles from a Post Office, Lofthouse.

Burton's, Ltd., 597 St. Catherine St. W., Montreal
The End of the Chapter, Shane Leslie.
The Official ed. of Edmund Burke's Correspondence,
pub. 1844, 4 vols.

Campion & Co., 126 S. 16th St., Philadelphia
Drums, Boyd, 1st ed.
Truth of Christianity, Turton.
Gathering of Brothe Hilarius.
Coaching Days and Coaching Ways, large ill. ed.
Sally Wister's Journal.

Hoyt Case, 21 E. 61st St., New York

Boyd, Drums, 1st ed.
Powys, Soliloquy of a Hermit, N. Y., 1916.
Balzac, The Girl With the Yellow Eyes.
Shakespeare, vol. 2 of the 7 vol set of his Dramatic
Works, pub. at Boston, 1837, by Hilliard, Gray &
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Moore, Flowers of Passion.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.
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John Clark, 17455 Norton Ave., Lakewood, Ohio
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Hearn, Two Years in the French West Indies, 1st ed.
Johnson, Our Familiar Songs and Those Who Made
Them.
Goldsmith's Vicar of Wakefield, 1st ed.
University of California Publications in Philosophy,
vol. 4.
Essays on the Crusades, Burlington, Vt., 1903.
History of Wayne, Fayette, Union and Franklin
Counties, Indiana, 2 vols., 1899.

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Thornton, J. Q., Oregon and California, vol. 1 only or complete set, 1855.

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Smith, Salad for the Solitary.

Owen, Voodoo Tales.

Aphra Behn, any.

Columbia University, Library, New York

Dawson, Bismarck & State Socialism.

Schaeffle, Quintessence of Socialism.

Seldon, Table Talk, Temple ed.

The Portfolio: Monographs on Artistic Subjects, no. 22, London.

Columbia Univ. Press B'kstore, 2960 Broadway, N. Y.

Beale, A Treatise on the Conflict of Law.

Egan, In the Listening Gallery of Europe.

Cornell Co-operative Society, Ithaca, N. Y.

Kropotkin, The Great French Revolution, pub. Putnam.

Clements, Plant Succession, pub. Carnegie Inst.

Cosmopolitan Book Corp., 119 W. 40th St., New York

The Adventures of Young Lord Stranleigh, Robert Barr, pub. perhaps 15 yrs. ago by D. Appleton.

Dartmouth College, Library, Hanover, N. H.

Badeau, Adam, Grant in Peace.

Boutwell, Reminiscences of Sixty Years.

Dodge, Life of James G. Blaine.

Davis & Banister, Slater Bldg., Worcester, Mass. The Corner of Harley Street.

Dawson's Bookshop, 627 S. Grand Ave., Los Angeles

Aspasia, tr. from German by Hamerling.

Britton, Cathedral Antiquities Dealing with Litchfield Abbey.

Cable, Creoles of Louisiana, Scribners.

Calhoun, Arthur W., Social History of the American Family, 1st and 2nd vols., second hand.

Chatrain, Erkman, The Polish Jew, English Text.

Costock, Mines and Miners, U. S. G. S. Pub., 1883.

Free, J. A., Pocket Guide to Astronomy.

Henham, Ernest G., God, Man and the Devil; Bonanzu.

Henderson, E. F., A Lady of the Old Regime, Mac., 1909.

Ludovici, Nietzsche and Art, Lucie.

Milmine's Life of Mary Baker Eddy.

Priestley Antarctic Adventure, Scott's Northern Party.

Decker Bros., Lafayette, Ind.

Tour Through the Rocky Mountains, Johnson and Winter, pub. in Lafayette, Ind., 1846.

Detroit Book Shop, 10827 E. Jefferson, Detroit, Mich.

Murrey's An American History, red cloth, 25 copies.

Hazen's History of Europe, 25 copies.

Newcomer & Andrew's Twelve Centuries of English Poetry & Prose.

Dixie Bus. Bk. Shop, 140 Greenwich St., New York

Tidal Swings in the Stock Market, Browne.

Don Jose de San Martin, Schoellkopf.

Financial Giants of America, 2 vols.

New City Government, Bruere, Appleton.

Herbert Knox Smith, Report on the Cotton Exchange, vol. 4.

Opportunities in Newspaper Business, Lee.

Fundamentals of Newspaper Building, Rogers.

Foreign Government Securities, A. W. Kimber, 1919.

Doubleday, Page & Co., Garden City, N. Y.

Piano Playing with Piano Questions Answered by Joseph Hoffman.

Doubleday, Page Bk. Shop, 38 Wall St., New York

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Lowell, Amy, Men, Women & Ghosts, 1st ed.

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Map of Fairyland.

Pretty Peggy, illus. by Rosina Emmett.

F. W. Faxon Co., 83 Francis St., Back Bay, Boston

Philosophical Review, Jan., 1925, \$1.00.

Chemical Color and Oil Record, and Chemical Age, vol. 23, any nos.

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Nature Library, 17 vols., cloth, pub. Doubleday, P.

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 Austin, Life of Elbridge Gerry.
 Bignell, St. Anne of the Mountain.
 Brady, Indian Fights and Fighters.
 Cambridge, My Guardian, Three Miss Kings.
 Century Encyclopedia of Names, latest ed.
 Church, Beginning of the Middle Ages, Mac., 1895.
 Crawford, College Girl in America.
 Davidson, Bargain Theory of Wages.
 Davis, Almanzar, Holt, 1918.
 Farnol, My Lady Caprice.
 Finerty, War-Path and Bivouac.
 Guiney, Happy Ending.
 Guthrie, Voces Populi.
 Hyde, Five Great Philosophies.
 James, William, any sound ists.
 Lea & Hutchinson, Ancestry of Abraham Lincoln.
 Lippincott, Merrie England.
 Mercantile Speller, Franklin Pub. Co.
 Niles, Bog Trotting for Orchids.
 Paddock, Capt., Narrative of, ca. 1800.
 Pollard, Last Word on the History of the Title Page, Printers Marks.
 Rietstap, Armorial General.
 Sargent, Public Men and Events.
 Thompson, Songs of Fair Weather.
 Wasson, Home from Sea.
 Yoakum, History of Texas.
Genealogies. Belding & Belden; Bergey, 1925; Burr, 1878; Chappell Dickie, 1900; Desc. of Richard Everett, 1902; Green, Historic Families of Ky.; Hanna, Scotch-Irish, 1902; Harrison by Keith, 1893; Virginia genealogies by Hayden; Hayes of Windsor & Granby, Conn.; Desc. of Josiah Hosmer, Jr.; Desc. of Henry Keller of York Co., Pa.; Palmer records; Prescott Memorial; Roberdau family by Buchanan; Sands, 1886; Desc. of Adam Spach by Foltz; Todd, 1920; Tuttle, 1883; Upham, 1892; Wade; Wells, 1912; Wright, 1901.

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Harlem Book Co., 53 W. 125th St., New York
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 Modern Business, vols. 8, 9, 11, 21, A. Hamilton.

Harrison Co., 42 E. Hunter St., Atlanta, Ga.
 Warren, Ten Thousand a Year, 3 vols., cloth.
 Spence, History of the Court of Chancery.
 Roscoe, Lives of British Lawyers.
 Welsby, Lives of Eminent English Judges.
 Campbell, Lives of the Lord Chancellors.
 Gaines, Great American Lawyers.
 Warren, History of the American Bar.

Harvard Coop. Soc. Harvard Sq., Cambridge, Mass.
 Division of Culture.

Munson Havens, 201 Chamber of Comm. Cleveland
 Euripides, Select Tragedies, trans. by G. James Bancroft, 1780.
 Petronius, Satyrs of, 1694, in English.
 Sophocles, Tragedies, trans. by Geo. Adams, 1729.

Hazen's B'kstore, 238 Main St., Middletown, Conn.
 Ran Away from the Dutch, Perelaer.
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 New York Architect, 1910, vol. 4.

Hochschild, Kohn, & Co., Baltimore, Md.
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 Charles Brockden Brown's Wieland, McKay, 1887, 2 copies.
 The Vanishing Man, Freeman.
 Hepsey Burke, F. N. Wescott.

W. B. Hodby's Olde Booke Shoppe, 214 Stanwix St., Pittsburgh, Pa.

Wightman, Evolution and Epigenesis.
 Arnold, Songs Celestial.

Paul B. Hoeber, 67 E. 59th St., New York
 Keppels, Golden Age of Engraving.

Hollywood Bk. Store, 6812 Hollywood Blvd., Hollywood, Cal.

The Ladies of Salons, Tallintyre.

Holmes Book Co., 274-14th St., Oakland, Cal.
 The Roosevelt That I Know, Mike Donovan.

J. P. Horn & Co., 1821 Walnut St., Philadelphia
 Hamilton, 12 vols., cloth, Federal ed., Putnams.
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 Kipling, Seven Seas ed., vol. 7.

Hunter & Co., Richmond, Va.
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Kipling, They.
 Heyler, Bucking the Line.
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International News Co., 83 Duane St., New York
 Southwestern Medicine, vol. 1 to 5, complete; vol. 7, no. 6; vol. 8, no. 1.

Iowa State College, Library, Ames, Ia.

Johnson, John Butler, Engineering Contracts and Specifications, 1902 ed.

George W. Jacobs & Co., 1726 Chestnut St., Phila.
 Publishers please send catalogs, especially those not included in Trade List Annual.

E. W. Johnson, 118 W. 124th St., New York
 Annals of Sporting, London, 1822, vols. 1, 5, 8, 9, 11.

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Called Back, Hugh Conway.

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Excuse Me, Hughes.
Stumbling Blocks on Stepping Stones.
Joyful Life, Sangster.
Million Dollar Mystery, McGrath.

Kimball Bros., 46 Columbia St., Albany, N. Y.

Macaulay's Essays, N. Y., Sheldon, 1865, vol. 1.

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Beckles Willson, Occultism & Common Sense.
Podmore, Naturalization of the Spiritual.
Glenconner, The Earthen Vessel.
Wright, Practical Views of Psychic Phenomena.
Brackett, Materialized Apparitions.
Carolyn S. Smith, The Solution.
Lowes Dickinson, Appearances.
Land & Game Birds of New England, Henry D. Minot.
Sins of the Tongue, Mgr. Landriot, Boston, 1874.
Disease & Memory, Ribot.

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Poems of Lady Caroline Norton, 1883, Porter & Coates.

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Oxford Circus, Raymond Mortimer, Knopf.
Guide to the Mushrooms, Cole, Doubleday, Page.

Lowman & Hanford Co., 616-1st Ave., Seattle, Wash.
Collier, P., West and East.
Carrington, Gen. F. C., Army Life on the Plains; Moods of the Soul.

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Peacock Feathers, Moore.

Newark Public Library, Newark, N. J.

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Norman, Remington, Charles & Mulberry, Baltimore
Austin, Garden That I Love.
Tech. Engineering News, vol. 5, no. 8, March, 1925.

Ernest Dressel North, 587-5th Ave., New York

Barrie, James M., A. L. S.
Boyd, Drums, 1st issue.
Browne, Hydriotaphia or Urne Burial, Riverside Pr.
Cloquet, Recollections of the Private Life of Lafayette, N. Y., 1836.
Dickinson, Emily, A. L. S.
Doheny, An Average American Life of Lafayette, Texas, 1832.

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 Douglas, Stephen A., A. L. S. mentioning Lincoln-Douglas Debates, 1858.
 French, Early American Silversmiths, Walpole Society, 1917.
 Friedenwald, *The Declaration of Independence*, Macmillan, 1904.
 Gaylord, Charles, *Memoirs of the Notorious Stephen Burroughs*, Boston, 1835.
 Gibbs, *Street of Adventure; Man and Women of French Revolution*; George Villiers, Duke of Buckingham; Kings Favorite.
 Glasgow, *Barren Ground*, 1st issue.
 Goldsmith, *Goody Two Shoes*, 1st ed.
 Grolier Club, Dowson's *The Pierrot of the Minute*, N. Y., 1923, Riverside Press; *Song of Roland*, Boston, 1906; de Guerin's *The Centaur*.
 Hamilton, Lord Frederick, *Day Before Yesterday*.
 Hazelton, J. H., *Declaration of Independence, Its History*, etc., Dodd, Mead, 1906.
 Hergesheimer, *The Lay Anthony*, 1914; *Gold and Iron. Short Stories: Wild Oranges; Tubal Cain; Dark Fleece*, 1918.
 Hewett, *Secrets of the Salmon*.
 James, Roderick Hudson, Boston, 1876.
 Keats, 1st eds.
 Kedge Anchor.
 Complete History of Lafayette and an Account of His Tour Through America, Hartford, 1845.
 Lempriere, *Dictionary of Mythology*.
 Longfellow, *Evangeline*, Boston, 1847, orig. bds.
 Mabie, Works, Author's ed. de luxe, N. Y., 1900, 10 vols; *Backgrounds of English Literature*, N. Y., 1903.
 Mason, George C., *Life and Works of Gilbert Stuart*, Scribners, 1879.
 Mills, *Historic Houses of New Jersey*.
 Moore, *Life, Letters and Journals of Lord Byron*, Prothers ed., 6 vols.
 Pennant, *Actic Zoology*, London, 1784.
 Persian Manuscripts, Firdusi, *Shahnem*, etc.
 Poe, *The Raven*, N. Y., 1845.
 Omar Khayyam, London, 1859.
 Rice, H. L. P., *Harmanus Bleecker, and Albany Dutchman*.
 Robinson, *Town Down the River*, N. Y., 1910.
 Roosevelt, *An Autobiography*, N. Y., 1913; *Through the Brazilian Wilderness*, 1st ed.
 Shaw, George Bernard, A. L. S.
 Shelley, 1st eds.
 Spearman, *Selwood of Sleepy Cat*, 1st issue.
 Starbuck, *History of American Whale Fishery*, Waltham, 1876.
 Tarbell, *Life of Lincoln*, 2 vols., ed. de luxe, L. P. Thayer, *Short History of Venice*, H. M. & Co.
 Thoreau, *Week on Concord*, etc., orig. cloth, Boston, etc., 1849.
 Virgil, *Georgics or Bucolics*.
 Whitman, *Leaves of Grass*, Brooklyn, 1855.
 Wilson & Bonaparte, 1808-1825, 13 vols., 1st ed.
 M. E. Northwall, 641 Peters Trust Bldg., Omaha, Neb.
 Menchen, *Ventures into Verse*, 1903.
 Cooper, *Deerslayer*, 1st ed.
The Witching Hour.
 Adams, Henry, *Education of*.
 O'Malley's Bk. Store, 329 Columbus Ave., New York
 Hawer, *Modern Management Applied to Construction*, 2 vols.
 Architectural books, printed in this country before 1851.
 Oxford University Press, 35 W. 32nd St., New York
 Singer's *History & Method of Science*, vol. 1.
 C. C. Parker, 520 W. 6th St., Los Angeles, Calif.
 Wheels of Chance, H. G. Wells.
 Mrs. Richter's *Cookless Cook Book*.
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 Myths and Legends of Calif., Judson.
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 Pickett and His Men.
 Mavourneen, Louis N. Parker.
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 Brown's *History of the New York Stage; History of the American Stage*.

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 All Men Are Ghosts, Jacks.
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 Satan's Diary, Andreyev.
 Through Unexplored Asia, Reid.
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 Extraordinary Popular Delusions, MacKay.
 Water Supply Paper No. 150, Geol. Survey.
 As They Were and Should Have Been.
 Their Day in Court, Percival Pollard.
 Told of the Arctic Seas, Edwards.
 Records of New York Stage, Ireland.
 New York Drama, 5 vols., Wheat & Cornet.
 Fall of Rome, Felix Dahm.
 Peabody Book Shop, 913 N. Charles St., Baltimore
 Goldheaded Cane, Carmickle, early ed.
 Van Gogh, *Letters of a Post Impressionist*.
 Conrad, Joseph, by R. Curle.
 Paul Pearlman, 1711 G St. N.W., Washington, D. C.
 Larkin, *Matchless Altar of the Soul*.
 Unity Pegues Bk. Shop, 6417 Hollywood Blvd., Hollywood, Cal.
 Mavourneen, Louis Parker, Dodd, Mead, 1916.
 Penguin Book Shop, 39 W. 8th St., New York
 Commings, Tulips & Chimneys, 1st ed.
 T. S. Eliot, *The Waste Land*, 1st ed.
 Porteous, Mitchell & Braun Co., Portland, Me.
 Ann Boyd, by Will Harven, pub. Harpers, 1902.
 Powers, Niccolot Ave. at 1st Ave. S., Minneapolis
 Cooke, *Cluth of Circumstances*, O'Neill Plays, Boni & L., Autograph ed.
 Pownser's, 177 W. Madison St., Chicago
 Vols. 19 & 28, *Outward Bound* ed., Kipling, brown cloth.
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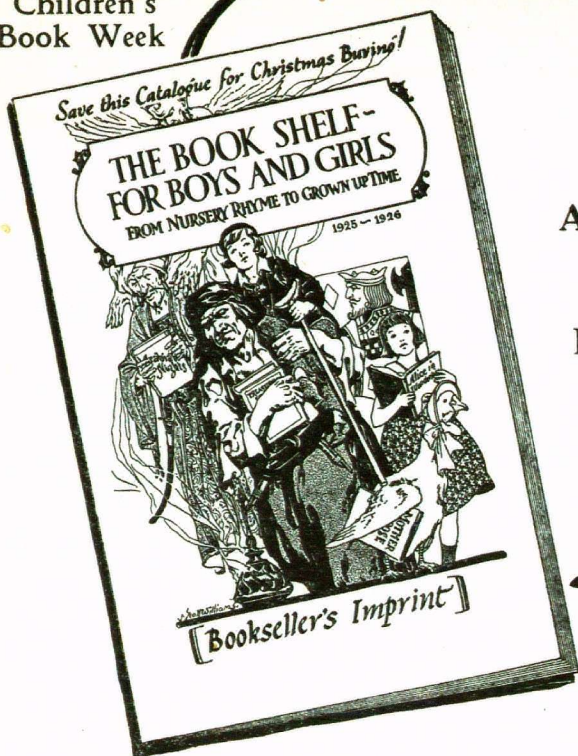
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